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Cisco 700-750 Exam Syllabus Topics:

Topic	Details

Topic 1	Securing the Modern Workplace: In this topic, sub-topics related to digital security solutions for SMBs, physical security and environmental solutions, different techniques for cross-selling and upselling secure solutions are present. It also discusses how to apply secure solutions across different industries and verticals.
Topic 2	Understanding Business Value Demonstrations (BVDs): The significance of Business Value Demonstrations is discussed in this topic. It also discusses those tools which ensure outstanding presales engagements. Moreover, the topic focuses on the demo platforms and their application in SMB scenarios. Lastly, it measures skills to use odCloud, Topology Builder.
Topic 3	Adapting to Remote Workforce Experiences: Its primary focus is on difficulties faced by SMBs with remote or distributed teams. Evaluation of experiences, products, and opportunities is also discussed. Moreover, the topic discusses different strategies for cross-selling and upselling in the remote SMB market, and examines various remote solutions in different industries and verticals.
Topic 4	Introducing Engineering Programs: It explores resources of engineering and their role in boosting sales success. The topic also discusses sub-topics related to Sales Connect and Blackbelt, Disti presales support options and the Meraki CMNA program. Benefits of Technical Assistance Center (TAC) are also discussed in this topic.
Topic 5	Enabling People, Enhancing Workspaces: It examines tactics for enabling employees to maximize their potential and methods of enhancing physical and digital workspaces. Moreover, the topic explores how to empower IT teams to facilitate efficient operations.
Topic 6	Navigating Hybrid Workforce Experiences: The topic focuses on the significance of hybrid workforce experiences. It discusses how hybrid experiences meet the needs of SMBs. Moreover, it delves into different cross-selling and upselling strategies for the SMB market. Lastly, questions about how to apply hybrid solutions across diverse industries and verticals may also appear.
Topic 7	Exploring SMB Experiences: This topic assesses major benefits of Cisco SMB experiences and those specific solutions which can be implemented in these experiences. Furthermore, the topic explains how SMBs can leverage different experiences of Cisco SMB to their full advantage.
Topic 8	Implementing SMART IT: It discusses the interpretation of data to extract meaningful insights for informed decision-making. It also explains Cisco's smart portfolio and cross-selling and upselling strategies for the smart SMB market. Real-world use cases that demonstrate the benefits of smart solutions are also discussed in this topic.
Topic 9	Partnership Opportunities with Cisco: This topic covers the market trends influencing the SME sector, the differentiation of partner roles and types within the Cisco ecosystem and Cisco's partner strategy and its alignment with SMB objectives. It also discusses different opportunities and service-centric approaches for Managed Service Providers.

Cisco Small and Medium Business Engineer Sample Questions (Q36-Q41):

NEW QUESTION # 36

How does Cisco help SMBs with security?

- A. decentralized security policy
- B. only check internal emails for phishing
- C. endpoint security with threat hunting and vulnerability management
- D. only priority applications should have zero trust-based access with multifactor authentication

Answer: C

Explanation:

Cisco assists SMBs in enhancing their security posture through endpoint security that includes threat hunting and vulnerability management. This approach provides a robust defense against a wide range of cyber threats by actively seeking out potential security issues and managing vulnerabilities before they can be exploited.

Cisco's endpoint security solutions are designed to protect against advanced threats at every endpoint, regardless of where users connect to the network¹. This proactive stance on security helps SMBs safeguard their assets and maintain business continuity in the face of evolving cyber threats. References :=

*Small and Medium Business Security Solutions - Cisco¹. =====

NEW QUESTION # 37

How do Meraki cameras perform in the smart SMB experience?

- A. recording room temperature
- B. recording videos
- C. counting people
- D. schedule policies for recording

Answer: C

NEW QUESTION # 38

Which Cisco program offers knowledge about security resilience and how the Cisco Secure portfolio can help customers achieve it?

- A. Fire Jumper
- B. MINT
- C. U-Learn
- D. EBC

Answer: A

Explanation:

The Cisco Fire Jumper program is designed to provide knowledge about security resilience and how the Cisco Secure portfolio can assist customers in achieving it. This program educates and enables partners on Cisco's security architecture, helping them to understand and sell Cisco security solutions effectively. It covers various aspects of security resilience, including threat defense, secure network access, and end-to-end protection, which are all crucial elements of the Cisco Secure portfolio.

References := Protect Your Business with Security Resilience - Cisco, What Is Security Resilience? - Cisco, Evaluate your Organisation's Security Resilience in Minutes - Cisco, Investor Relations - Cisco Delivers Security Portfolio Simplification, Seeking security resilience? - pseudoco.cisco.com

NEW QUESTION # 39

Which Cisco product secures the perimeterless, work-from-anywhere world with Zero Trust?

- A. Meraki MX
- B. Meraki Insight
- C. Umbrella
- D. Duo

Answer: D

Explanation:

Cisco's Duo is the product that secures the perimeterless, work-from-anywhere world with Zero Trust. Duo provides user-centric zero-trust security by verifying the identity of users and the health of their devices before they connect to the apps they need. It's designed to protect access to sensitive data for all users, devices, and applications, aligning with the zero trust concept of "least privilege" and continuous trust assessment¹².

References :=

<https://www.cisco.com/c/en/us/products/security/duo/index.html>

NEW QUESTION # 40

What role does Cisco's engineering programs play in SMB sales?

- A. Reducing customer engagement

- B. Enhancing technical sales knowledge
- C. Limiting sales to technology experts
- D. Decreasing product relevance

Answer: B

Explanation:

Comprehensive and Detailed In-Depth Explanation: Cisco's engineering programs, such as the Global Partner Solution Advisors (GPSA) and technical training within the Cisco Partner Program, play a vital role in enhancing technical sales knowledge for SMB sales. These programs provide partners with access to Cisco's expert engineers, who mentor sales teams and field engineers on product capabilities, deployment strategies, and customer use cases tailored to SMB needs. This technical expertise enables partners to articulate the value of Cisco solutions (e.g., Meraki, Umbrella) effectively, addressing SMB pain points like security, scalability, and simplicity. For instance, GPSA offers no-cost coaching on active deals, boosting partners' ability to close sales by demonstrating deep technical understanding—key in a market where SMBs often lack in-house IT expertise and rely on partners for guidance.

* A. Decreasing product relevance: This contradicts the purpose of engineering programs, which aim to increase relevance by aligning solutions with SMB needs.

* B. Reducing customer engagement: These programs enhance engagement by equipping partners to better address customer questions and concerns.

* D. Limiting sales to technology experts: Rather than restricting sales, the programs democratize technical knowledge, enabling a broader range of sales teams to succeed without requiring them to be technology experts initially.

Enhancing technical sales knowledge (C) directly supports Cisco's goal of driving SMB adoption through informed, capable partners.

References: Cisco Partner Program resources (cisco.com/go/partners) and GPSA documentation (gpsa.cisco.com) emphasize technical enablement for sales success, aligned with the 700-750 SMBE exam focus on partner capabilities in SMB markets.

NEW QUESTION # 41

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