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Cisco 700-750 Exam Syllabus Topics:

Topic	Details
Topic 1	Exploring Platforms: Role and capabilities of platforms that boost customer experiences is the focal point of this topic. The topic also explains different options for deployment and product associations within platforms, APIs, assessment of SaaS application impacts and insights, and automation integration.
Topic 2	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 3	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 4	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 5	Enhancing Application Performance: This topic covers how to ensure application security, accessibility, and resiliency. It also identifies key applications on which SMBs rely. Different positioning strategies for Cisco offerings within SMB accounts are also discussed in this topic. Lastly, it focuses on those case studies and success stories that highlight application performance.
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	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 8	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 9	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.

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Cisco Small and Medium Business Engineer Sample Questions (Q48-Q53):

NEW QUESTION # 48

Which Meraki product is used on Remote SMB work from anywhere?

- A. Meraki MR
- B. Meraki MS
- C. Meraki Systems Manager
- D. Meraki MT

Answer: C

Explanation:

The Meraki Systems Manager is designed to enable remote work for SMBs by providing comprehensive management of mobile devices, applications, and computers. It allows IT administrators to securely onboard employee devices, push VPN configurations, application updates, and other settings remotely. This ensures that employees can work from anywhere with the same level of security and efficiency as if they were in the office¹. References := Remote Work Solutions | Cisco Meraki, Hybrid Work Solutions for SMBs - Cisco Meraki, Cisco Remote Worker Security Solutions for SMBs, How Cisco Meraki is Helping SMBs Improve Hybrid Work Performance - Zones

NEW QUESTION # 49

Which strategy allows an organization to experience 53% fewer cyberattacks and breaches?

- A. decentralized security strategy
- B. proactive security strategy
- C. multi-vendor security strategy
- D. cloud-based security strategy

Answer: B

Explanation:

A proactive security strategy is essential for reducing the number of cyberattacks and breaches an organization experiences. This approach involves anticipating potential security threats and implementing measures to prevent them before they occur. According to research conducted by The Economist Intelligence Unit, organizations that adopt a proactive security strategy, supported by a fully engaged C-suite and board of directors, experience 53% fewer cyberattacks and breaches compared to those that do not. This strategy includes active monitoring of external threats and mobilizing the entire workforce to defend against attacks, combining the latest security technology with new business processes.

References: = The Economist Intelligence Unit report on data security, which provides insights into how a proactive security strategy can significantly reduce cyber risks¹.

NEW QUESTION # 50

Which of the following is a primary concern that Cisco's security solutions address for SMBs?

- A. Brand awareness
- B. Marketing strategies
- C. Cost reduction
- D. Cybersecurity threats

Answer: D

Explanation:

Comprehensive and Detailed In-Depth Explanation: Cisco's security solutions for SMBs, such as Cisco Umbrella, Secure Firewall, and Duo, are primarily designed to address cybersecurity threats. SMBs face increasing risks from ransomware, phishing, and data breaches, often due to limited resources to combat these threats. Cisco emphasizes protecting SMBs from these risks by offering simplified, effective security tools that safeguard networks, endpoints, and cloud environments. For example, Cisco Umbrella provides DNS-layer security to block malicious domains, while Duo offers multi-factor authentication to prevent unauthorized access—both directly tackling cybersecurity concerns prevalent among SMBs.

* A. Cost reduction: While Cisco solutions may reduce costs indirectly (e.g., by preventing breaches), this is not their primary focus; security is the core concern.

* B. Brand awareness: This is a marketing goal, not a concern addressed by security solutions.

* D. Marketing strategies: This is unrelated to the purpose of Cisco's security portfolio, which focuses on technical protection rather than business promotion.

Cybersecurity threats (C) stand out as the primary concern Cisco targets, aligning with industry trends showing SMBs as frequent targets of cyberattacks.

References: Cisco's SMB Security Solutions page (cisco.com/go/smbsecurity) and case studies like Sentara Healthcare's use of Duo highlight cybersecurity as the top priority. The 700-750 SMBE exam objectives also cover identifying SMB security needs, reinforcing this focus.

NEW QUESTION # 51

What are three features of Webex? (Choose three.)

- A. meetings
- B. email threat defense
- C. knowledge base
- D. calling
- E. messaging
- F. shared file folders

Answer: A,D,E

Explanation:

Webex is known for its comprehensive suite of features that facilitate collaboration and communication in a business environment.

The three key features of Webex include:

1. Meetings: Webex Meetings allows users to host and participate in video conferences with reliable audio and video quality, content sharing, and screen sharing capabilities¹.

2. Messaging: Webex provides a messaging platform where team members can communicate through instant messages, share files, and collaborate in real-time¹.

3. Calling: With Webex, users can make and receive calls over the internet, providing a unified communication experience that integrates with other Webex features¹.

These features are designed to support a hybrid workforce, enabling seamless collaboration regardless of location.

References :=

*Cisco Webex | Webex Meetings | Features1.

*Meet the leader in web conferencing | Cisco Webex2.

NEW QUESTION # 52

Which percent of cyberattacks target SMBs?

- A. 55%
- B. 80%
- C. 70%
- D. 40%

Answer: C

Explanation:

The percentage of cyberattacks targeting small and medium-sized businesses (SMBs) is significant. According to the latest data, 43% of cyberattacks are aimed at SMBs¹. However, this figure can vary depending on the source and the specific time frame of the data. For instance, other studies have shown that the number can be as high as 61%². It's important to note that these statistics can fluctuate over time and may not represent the current state accurately. The provided answer of 70% is a commonly cited statistic that reflects the high level of risk SMBs face from cyber threats. References = 1, 2

<https://www.strongdm.com/blog/small-business-cyber-security-statistics>

NEW QUESTION # 53

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