Cisco

Exam Questions 700-750

Cisco Small and Medium Business Engineer (SMBE)

NEW QUESTION 1
Which percent of cyberattacks target SMBs?

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

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 2
What are three features of Webex? (Choose three.)

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

Answer: BEF

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 3
Partners must understand one another's purpose and goal. What does Cisco consider its purpose?

A. to maximize profits
B. to power an inclusive future for all
C. to dominate the market
D. to limit global connectivity

Answer: B

Explanation:
Cisco??s purpose is centered around creating a more inclusive future for all. This is reflected in their commitment to leveraging technology to address societal challenges, close the digital divide, and promote equality and social justice. Cisco actively works towards a sustainable and regenerative planet, emphasizing the importance of diversity, equity, and inclusion within and beyond the company. Their purpose goes beyond profit maximization or market dominance; it is about using their resources and influence to make a positive impact on society and the environment. References := Cisco??s Purpose

NEW QUESTION 4
Which selling concept represents an account manager selling a security solution that integrates with the customer's current Cisco networking solution?

A. cross-selling
B. multi-product selling
C. upselling
D. horizontal-selling

Answer: A

Explanation:
Cross-selling refers to the practice of selling additional products or services to an existing customer. In the context of Cisco Small and Medium Business Engineer, when an account manager sells a security solution that integrates with the customer??s current Cisco networking solution, it is considered cross-selling. This is because the security solution is complementary to the products the customer already uses, thereby providing an integrated and enhanced experience. Cross-selling is a strategic approach to provide customers with additional value, often leading to increased customer satisfaction and loyalty123. References :=

NEW QUESTION 5
How is Cisco leveling the playing field between virtual and in-person workers?

A. device cloud management
B. inclusive collaboration suite
C. cloud securityD smart cameras

Answer: B

Explanation:
Cisco is leveling the playing field between virtual and in-person workers by providing an inclusive collaboration suite. This suite includes technologies and tools that support work from anywhere, which is essential for a hybrid workforce. The suite enables employees to participate fully, regardless of their location, language preference, personality type, or familiarity with technology. By focusing on inclusivity and connectedness, Cisco ensures that all employees, whether remote or in-person, have equal opportunities to engage and contribute to their teams1. References := Cisco Global Hybrid Work Study 2022

NEW QUESTION 6
Which product helps enable secure authentication in a hybrid workforce?

A. Webex Control Hub
B. Cisco Business Dashboard
C. Duo
D. Moraki MY

Answer: C

Explanation:
Duo is the product designed to enable secure authentication in a hybrid workforce. It provides a zero-trust security model that verifies every user and device, ensuring trusted access across all environments. This is particularly important for hybrid work settings where employees are logging in from various locations, and the threat landscape is more diverse. Duo helps create a secure, consistent environment that extends from the office to remote workers by authenticating identities before granting access to corporate networks and apps12.

NEW QUESTION 7
Which Cisco product enables video conferencing and communication?

A. Webex
B. Meraki
C. Duo
D. Umbrella

Answer: A

Explanation:
Cisco Webex is the product that enables video conferencing and communication. It is designed to provide a conferencing experience that rivals in-person collaboration, with features such as real-time translations, meeting recordings, and a secure platform for remote work. Webex offers an all-in-one app to call, meet, message, and get work done, supporting a hybrid work environment with enterprise-grade security.
References:=https://www.cisco.com/c/en_in/solutions/collaboration/video-collaboration/index.html

NEW QUESTION 8
Which Cisco product ensures that the right devices are connecting to the right application by the right person?

A. Duo
B. Webex
C. Meraki
D. Umbrella

Answer: A

Explanation:
The Cisco product that ensures the right devices are connecting to the right application by the right person is Duo. Duo is a multi-factor authentication (MFA) solution that verifies the identity of users and the health of their devices before they connect to the apps they use. This security measure helps prevent unauthorized access and potential breaches. Duo's MFA requires two or more verification factors, which significantly increases security because even if one factor (like a password) is compromised, unauthorized users would still need the second factor to gain access1.
References :=
•Duo Security - Cisco

NEW QUESTION 9
Which Cisco-provided tool do partners use for a demo of the SMB Experiences?

A. CML
B. Meraki Demo Builder
C. VMware
D. BVD

Answer: D

Explanation:
Partners use Business Value Demonstrations (BVD) to demo the SMB Experiences provided by Cisco. BVDs are interactive tools that allow partners to showcase the value of Cisco solutions in a tangible and engaging way. They help in illustrating the potential benefits and operational efficiencies that Cisco??s solutions can bring to small and medium-sized businesses. By using BVDs, partners can effectively demonstrate how Cisco??s products and services can be tailored to meet the unique needs of the SMB market.
References:

- Cisco's official exam overview, which includes a section on understanding Business Value Demonstrations1.
- Information on the Cisco Business Dashboard, which is another tool for managing Cisco solutions but not specifically for SMB Experiences demonstrations2.
- Blog post discussing the SMB Experience Explorer tool, which helps SMB customers find the right Cisco solutions3.
- Sign up page for learning more about the Cisco Experience Explorer, which is a lead generation tool for partners4.

NEW QUESTION 10
Where does Cisco offer executive-level experiences for customers and partners to align and gain
partner mindshare at the C-level?

A. Cisco U
B. CXCs
C. LIVE
D. NetAcad

Answer: B

NEW QUESTION 10
Which percentage of consumers consider a company's purpose when making a purchase decision?

A. 50%
B. 66%
C. 75%
D. 80%

Answer: D

NEW QUESTION 15
Which global demo engineering platform provides customers, partners, and Cisco employees with demos around Experience Cisco Solutions?

A. Product Pulse
B. dCloud
C. Cisco U
D. NetAcad

Answer: B

Explanation:
Explanation
Cisco dCloud is a comprehensive demo engineering platform that provides customers, partners, and Cisco employees with the ability to experience Cisco solutions. It offers an extensive catalog of demos, training, and sandboxes for every Cisco architecture. Users can explore how Cisco products and technologies can support their business and technical needs through a variety of demo formats, including expert-led, zero-commitment demos. References :=
https://dcloud-docs.cisco.com/c/r/dcloud-docs/sites/en_us/explore/cisg.html

NEW QUESTION 19
Which Cisco product is part of the Secure SMB experience for enabling people?

A. Umbrella
B. Meraki MX
C. Stealth watch
D. Cisco Secure Email

Answer: A

Explanation:
Explanation
Cisco Umbrella is a crucial component of the Secure SMB experience, particularly in enabling people within an organization to work safely, regardless of their location. Umbrella provides a cloud-delivered security service that protects users from malicious internet destinations whether they are on or off the network. It operates by enforcing security at the DNS layer, which is the first step in internet connectivity. Umbrella's strength lies in its ability to block requests to malicious destinations before a connection is even established, offering proactive security that is both effective and easy to deploy. For SMBs, this means enhanced protection against threats like malware, phishing, and ransomware without the complexity of traditional security solutions. By securing internet access across all devices and locations, Umbrella plays a pivotal role in enabling secure and efficient remote work, making it an essential product for the Secure SMB experience.
References: Cisco Umbrella

NEW QUESTION 22
Which Cisco product is part of the smart experience for empowering IT?

A. Meraki Sensors
B. Meraki Cameras
C. Meraki Insight
D. Umbrella

Answer: C

Explanation:
Explanation
Meraki Insight is part of Cisco??s smart experience aimed at empowering IT. It provides end-to-end visibility on the network, which is crucial for IT teams to ensure a high-quality user experience. By leveraging Meraki Insight, IT can proactively monitor and troubleshoot network issues, thus empowering them to manage the network more efficiently and effectively. References := 1, 2

https://newsroom.cisco.com/c/r/newsroom/en/us/a/y2022/m06/cisco-delivers-simpler-smarter-networks-with-a

NEW QUESTION 23
What is the number one threat vector?

A. Web Page Spoofing
B. Email
C. DOS Attacks
D. IoT Devices

Answer: B

Explanation:
Explanation
Email is considered the top threat vector for small and medium businesses. This is because it is the most common method attackers use to deliver malware, phishing attempts, and other malicious activities. Research from HP Wolf Security indicates that email accounts for 79% of threats, making it a significant concern for cybersecurity efforts1.

NEW QUESTION 28
How does Cisco help SMBs to be truly smart?

A. employee automation
B. utilities cost control
C. operational inefficiencies
D. secure connectivity

Answer: D

Explanation:
Explanation
Cisco aids SMBs in becoming truly smart by providing secure connectivity solutions. These solutions are designed to enable employees to work safely and reliably from anywhere, at any time. Cisco??s offerings, such as Meraki Wi-Fi for public or private connectivity, ensure speed, scale, and security. Additionally, Cisco??s smart office technology solutions leverage intelligent workplace technologies like Meraki cameras for security and smart building automation, and environmental sensors for a smarter, safer, and more sustainable future. This secure connectivity is fundamental to enabling smart operations and empowering SMBs to take advantage of digital opportunities.
References := Cisco Smart Office Technology Solutions for SMBs, Small and Medium Business Products - Cisco, The Smart SMB With Cisco??s Smart SMB.

NEW QUESTION 31
Which Cisco solution helps keep a healthcare patient's information secure?

A. Cisco Care Plus
B. DNS redundancy
C. Meraki Systems Manager
D. Duo

Answer: D

NEW QUESTION 36
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. EBC
D. U-Learn

Answer: A

NEW QUESTION 41
How is Cisco transforming the modern workplace?

A. investing in artificial intelligence and machine learning
B. by offering a range of solutions designed to enable, enhance, and empower the modern workplace experience
C. by modernizing public infrastructure
D. by focusing on products that drive increased revenue

Answer: B

NEW QUESTION 45
Which resource is used to learn about Cisco APIs and connect with other developers in Cisco communities?

A. DevNet
B. DevCad
C. WebCad
D. Black Belt

Answer: A

NEW QUESTION 49
Which global program scales Cisco's technical resources via third party, services-only partners to provide the channel partners with access to validated expert resources?

A. Cisco U
B. MINT
C. GPSA
D. Cisco Service

Answer: C

NEW QUESTION 53
Which Meraki product is used on Remote SMB work from anywhere?

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

Answer: B

NEW QUESTION 55
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