

## 700-750 Dumps

### Cisco Small and Medium Business Engineer (SMBE)

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**NEW QUESTION 1**

Meraki Dashboard is used for ease of management of Meraki devices. Which other devices are integrated with the Meraki dashboard?

- A. Smart Assistants
- B. HVAC Sensors
- C. Catalyst devices
- D. WebEx Boards

**Answer: C**

**Explanation:**

The Meraki Dashboard is designed to provide a centralized management platform for various Cisco devices, including Meraki and Catalyst devices. The integration of Catalyst devices with the Meraki Dashboard allows for simplified management and monitoring, offering a unified view of the network. This integration enables IT administrators to oversee their network infrastructure, including switches and wireless access points, through the Meraki Dashboard's intuitive interface.

References:

**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 capabilities.

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

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

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

References :=

•Cisco Webex | Webex Meetings | Features

•Meet the leader in web conferencing | Cisco Webex

**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**

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

- A. device cloud management
- B. inclusive collaboration suite
- C. cloud security
- D. 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 teams.

References := Cisco Global Hybrid Work Study 2022

**NEW QUESTION 5**

Which Cisco solution allows the setup of virtual network topologies for non-production testing?

- A. CVML

- B. Cisco U
- C. CML
- D. Packet Tracker

**Answer:** C

**Explanation:**

Cisco Modeling Labs (CML) is the solution that allows the setup of virtual network topologies for non-production testing. It is a network simulation tool that enables users to design, build, visualize, and launch virtual network models. This is particularly useful for testing, development, and demonstration purposes without the need for physical hardware. CML provides an environment where network topologies can be modeled using virtual instances of Cisco operating systems, such as IOS, IOS-XE, IOS-XR, and NX-OS.

References :=

- The Cisco Virtual Topology System (VTS) User Guide provides an overview of the VTS, which is related to but distinct from CML, as it focuses on overlay management and provisioning for data center networks<sup>1</sup>.
- Additional information about Cisco's virtual networking solutions can be found in the Cisco VTS User Guide, which details the provisioning of overlay networks<sup>2</sup>.
- For a comprehensive understanding of Cisco's virtual networking capabilities, the Cisco Virtual Topology System 2.5.2 All-in-One v1 documentation offers scenarios that include creating tenant networks and attaching virtual machines, which are similar to the functionalities provided by CML<sup>3</sup>.

**NEW QUESTION 6**

Which outcome do Cisco products deliver for SMB Customers?

- A. enhance people
- B. enhance workspaces
- C. enable IT
- D. enhance visibility

**Answer:** C

**Explanation:**

Cisco's solutions for small and medium-sized businesses (SMBs) are designed to empower the IT infrastructure of these organizations. By enabling IT, Cisco products provide reliable, fast connections to networks and resources, which keeps employees productive and customers satisfied. Their offerings include switches, routers, wireless access points, and networking management tools that form the backbone of a robust IT environment. Additionally, Cisco's security solutions, like firewalls and VPNs, ensure that SMBs can protect their data and assets effectively. This focus on enabling IT aligns with Cisco's broader strategy to provide flexible cloud solutions and secure, intelligent workspaces for SMBs.

References := Cisco Small and Medium Business Technology Solutions - Cisco, 700-750 SMBE - Cisco, 5 Reasons Cisco Solutions Are Perfect for Small and Medium Businesses, Cisco's Small and Medium Business Technology Solutions, Small Business Networking Solutions - Cisco

**NEW QUESTION 7**

How do Meraki cameras perform in the smart SMB experience?

- A. building a smarter network
- B. building smarter security
- C. building smarter workspaces
- D. protecting the outside of an office space

**Answer:** C

**Explanation:**

Meraki cameras contribute to the smart SMB experience by building smarter workspaces. These intelligent cameras not only enhance security by providing high-quality video surveillance but also incorporate advanced analytics that can help businesses understand space utilization, optimize office layouts, and ensure safety protocols are followed. Features such as motion detection, people counting, and heat maps offer valuable insights into how spaces are used, enabling SMBs to make data-driven decisions to improve efficiency, productivity, and employee well-being. This goes beyond traditional security roles, as Meraki cameras can also support operational improvements and contribute to creating a more connected and intelligent workplace environment.

References: Cisco Meraki

**NEW QUESTION 8**

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

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

**Answer:** B

**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 assessment<sup>12</sup>. References :=

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

**NEW QUESTION 9**

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](https://www.cisco.com/c/en_in/solutions/collaboration/video-collaboration/index.html)

**NEW QUESTION 10**

What is a crucial concern for Hybrid SMBs?

- A. complexity of applications
- B. process automation
- C. more data with too little contextualization
- D. protect employees, devices, and company data

**Answer:** D

**Explanation:**

For Hybrid SMBs, a crucial concern is the protection of employees, devices, and company data. As businesses adopt hybrid work models, they face unique security challenges. These include securing data across different networks and devices, protecting against cyber threats in a more complex IT environment, and ensuring that employees can work safely from any location. Effective integration of technologies to ensure robust security is essential, requiring expertise and a strategic approach<sup>1</sup>.

References := The Importance of Hybrid Cloud for SMBs - Spiceworks

**NEW QUESTION 10**

How does Cisco help SMBs with security?

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

**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 network<sup>1</sup>. This proactive stance on security helps SMBs safeguard their assets and maintain business continuity in the face of evolving cyber threats. References

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•Small and Medium Business Security Solutions - Cisco<sup>1</sup>.

**NEW QUESTION 14**

Which Cisco product is a solution offered for SMB experiences?

- A. Stealthwatch
- B. DNA Center
- C. Catalyst IR Router
- D. Meraki

**Answer:** D

**Explanation:**

Cisco Meraki is a comprehensive solution designed for SMBs that offers simple, secure, and scalable networking. It is a cloud-managed IT solution that provides wireless, switching, security, and devices that can be centrally managed from the web. This allows SMBs to streamline their operations and manage their network with ease, without needing extensive IT expertise<sup>12</sup>. References :=

<https://www.cisco.com/c/en/us/solutions/small-business.html>

**NEW QUESTION 19**

Video surveillance technology is now in the middle of the same type of transformation as which technology?

- A. networks
- B. security
- C. Wi-Fi
- D. business telephone

**Answer:** D

**Explanation:**

Video surveillance technology is undergoing a transformation similar to that of business telephone systems. Just as business telephones have evolved from traditional landlines to VoIP and unified communications, video surveillance is shifting from standalone, analog systems to integrated, digital solutions. This transformation is driven by advancements in AI, cloud computing, and IoT, which are enabling more intelligent, connected, and versatile surveillance systems<sup>123</sup>.

References := 123

<https://www.ifsecglobal.com/advertorial/five-trends-in-video-surveillance-to-watch-in-2024/>

**NEW QUESTION 24**

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 access<sup>1</sup>.

References :=

- Duo Security - Cisco

**NEW QUESTION 27**

On which three aspects is Cisco applying focus to change its sales approach? (Choose three.)

- A. long-term value
- B. solutions
- C. artificial intelligence
- D. product line
- E. relationships
- F. revenue

**Answer:** ABE

**NEW QUESTION 32**

How are solutions tailored to meet unique SMB requirements for growth?

- A. Provide general hands-on demonstrations.
- B. Offer a one-size fits all package.
- C. Offer varied payment plans and discounts for bundled products.
- D. Upscale the customer so they do not have to upscale in the future.

**Answer:** C

**Explanation:**

Explanation

Cisco tailors solutions to meet unique SMB requirements for growth by offering flexibility in payment plans and discounts for bundled products. This approach allows SMBs to invest in technology that scales with their growth, ensuring they can capitalize on new revenue opportunities without the burden of a significant upfront cost. Cisco's solutions are designed to be flexible, scalable, and simple, supporting key business initiatives and innovations. Additionally, Cisco and its partners work closely with SMBs to understand their unique needs and select the right solutions and services, further personalizing the experience and offering.

References := Cisco SMB Solutions, Cisco IT Decisions for SMBs, Cisco SMB Class Solutions

**NEW QUESTION 36**

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

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

**Answer:** C

**Explanation:**

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 risks<sup>1</sup>.

**NEW QUESTION 40**

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 efforts<sup>1</sup>.

**NEW QUESTION 41**

Which fact is driving technology to be more important now than ever?

- A. It is less powerful.
- B. It is less complex.
- C. It helps drive better outcomes and experiences.
- D. It is cheaper.

**Answer: C**

**NEW QUESTION 44**

Which Cisco product allows secure internet access?

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

**Answer: D**

**NEW QUESTION 46**

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