

Cisco.700-750.by.Lorency28q

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Exam Code: 700-750

Exam Name: Cisco Small And Medium Business Engineer



Exam A

QUESTION 1

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

Correct Answer: C

Section:

QUESTION 2

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

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

Correct Answer: C

Section:

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

Correct Answer: B

Section:

QUESTION 4

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

Correct Answer: B

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Section:

QUESTION 5

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

Correct Answer: A

Section:

QUESTION 6

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

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

Correct Answer: D

Section:

QUESTION 7

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

Correct Answer: A, B, E

Section:

QUESTION 8

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

Correct Answer: B

Section:

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QUESTION 9

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.

Correct Answer: C

Section:

QUESTION 10

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

Correct Answer: B

Section:

QUESTION 11

What must a hybrid SMB technology solution have?

- A. zero trust identity-based access
- B. specific desk for each employee when they visit the office
- C. single vendor collaboration infrastructure
- D. separate security policy for wired and wireless users

Correct Answer: A

Section:

QUESTION 12

Which product helps enable secure authentication in a hybrid workforce?

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

Correct Answer: C

Section:

QUESTION 13

What is a crucial concern for Hybrid SMBs?

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

Correct Answer: D

Section:

QUESTION 14

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

Correct Answer: A

Section:

QUESTION 15

Which optional Cisco product enhances workspaces within Remote SMB?

- A. XDR
- B. ISR 900
- C. Catalyst Access Point
- D. Meraki Cameras

Correct Answer: C

Section:

QUESTION 16

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

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

Correct Answer: B

Section:

QUESTION 17

What is a benefit of securing remote SMBs?

- A. enables the ability to create and execute policy and system compliance
- B. optimizes application performance
- C. provides zero issues with connectivity to Applications

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D. monitors only the top five applications connection to optimize capacity proactively

Correct Answer: A

Section:

QUESTION 18

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

Correct Answer: A

Section:

QUESTION 19

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

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

Correct Answer: D

Section:

QUESTION 20

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

Correct Answer: C

Section:

QUESTION 21

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

Correct Answer: C

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Section:

QUESTION 22

What is the primary purpose of Umbrella's Secure Web Gateway?

- A. exposes shadow IT by providing the ability to detect and report on cloud applications across organizations
- B. analyzes sensitive data in-line to provide visibility and control over sensitive data
- C. isolates web traffic from the user device to prevent the possibility of malware infections
- D. logs and inspects web traffic for full visibility, URL and application controls, and protection against malware

Correct Answer: D

Section:

QUESTION 23

Which security challenge do SMBs face?

- A. 98% of breaches are human error
- B. global excess of security experts
- C. too little vendor support
- D. too many security products

Correct Answer: A

Section:

QUESTION 24

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

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

Correct Answer: B

Section:

QUESTION 25

New applications are deployed daily, each with requirements and concerns. How many new applications are expected by 2025?

- A. 100 million
- B. 500 million
- C. 750 million
- D. 1 trillion

Correct Answer: B

Section:

QUESTION 26

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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

Correct Answer: C

Section:

QUESTION 27

Which Cisco product enables video conferencing and communication?

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

Correct Answer: A

Section:

QUESTION 28

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

Correct Answer: A

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