

## 700-750 Dumps

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

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**NEW QUESTION 1**

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

**Answer: D**

**Explanation:**

The primary purpose of Umbrella's Secure Web Gateway (SWG) is to provide a comprehensive security solution that logs and inspects web traffic. This allows for full visibility into the web activities within an organization, enabling URL and application controls, and offering advanced threat protection against malware. SWG acts as a checkpoint between users and the internet, filtering and monitoring web traffic to ensure safe internet access while blocking potentially harmful content. It is designed to enforce security policies, prevent data leakage, and protect against web-based threats by inspecting URLs, detecting threats, and decrypting select encrypted traffic for inspection.

References:

- Cisco Umbrella's Explanation of Secure Web Gateway1.
- Blog post detailing the functionality and necessity of a Secure Web Gateway in a security stack2.
- Description of the Cisco Umbrella Secure Web Gateway's full proxy capabilities3.
- Overview of Cisco Umbrella secure web gateway functionality4.
- Information on how Umbrella's SWG logs and inspects web traffic5. =====

**NEW QUESTION 2**

What do SMBs need to be truly smart?

- A. visibility for each process at each location separately
- B. optimized customer and employee experiences by providing an environment that meets modern expectations
- C. individually managed technology stacks
- D. separate dashboards to provide intelligent monitoring with actionable insight and device manageability

**Answer: B**

**Explanation:**

To be truly smart, SMBs need to optimize customer and employee experiences by providing an environment that meets modern expectations. This involves leveraging technology to create a seamless, efficient, and responsive experience for both customers and employees. A smart SMB utilizes integrated solutions that enhance collaboration, productivity, and security, enabling the business to adapt quickly to market changes and customer needs. By focusing on the user experience, SMBs can drive innovation and growth, ensuring they remain competitive in a rapidly evolving business landscape1. References :=

- Cisco Smart Services for Small and Medium Business2.
- Investing in your success scaling SMB sales like never before1. =====

**NEW QUESTION 3**

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 4**

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 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**

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 7**

Which product helps enable secure authentication in a hybrid workforce?

- A. Webex Control Hub
- B. Cisco Business Dashboard
- C. Duo
- D. Meraki 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 apps<sup>12</sup>.

**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**

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 10**

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

**Answer:** A

**Explanation:**

A hybrid SMB technology solution must prioritize security, especially in a landscape where remote work is prevalent. Zero trust identity-based access is a security model that requires all users, whether inside or outside the organization's network, to be authenticated, authorized, and continuously validated for security configuration and posture before being granted or keeping access to applications and data. This approach aligns with the modern needs of SMBs to provide secure access to their resources in a hybrid environment, where users are accessing systems both on-premises and remotely. It ensures that only authenticated and authorized users and devices can access applications and data, thereby reducing the attack surface and providing a more secure IT environment.

References: = Insights from the Spiceworks article on the importance of hybrid cloud for SMBs<sup>1</sup>, and Cisco's discussion on hybrid workforce solutions for SMBs, which emphasizes the need for secure access in a hybrid work environment<sup>2</sup>.

**NEW QUESTION 12**

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 16**

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 Demonstrations<sup>1</sup>.
- Information on the Cisco Business Dashboard, which is another tool for managing Cisco solutions but not specifically for SMB Experiences demonstrations<sup>2</sup>.
- Blog post discussing the SMB Experience Explorer tool, which helps SMB customers find the right Cisco solutions<sup>3</sup>.
- Sign up page for learning more about the Cisco Experience Explorer, which is a lead generation tool for partners<sup>4</sup>.

**NEW QUESTION 19**

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 23**

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 25**

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 26**

Which key feature does Meraki offer for managing hybrid workforces?

- A. provides intent-based GUI-based WAN configuration and management
- B. provides APIs to allow developers to save time by taking advantage of a platform's implementation
- C. provides real-time monitoring but no access to analytics
- D. networking and security functions remain separate and not integrated into a single service

**Answer: B**

**Explanation:**

## Explanation

Meraki offers a key feature for managing hybrid workforces by providing APIs that allow developers to save time through the platform's implementation. This feature is crucial for hybrid work environments where seamless integration and automation are necessary. The APIs enable rapid development and deployment of custom solutions that can enhance productivity and ensure consistent access to networks and data, regardless of the employee's location. This aligns with the need for a flexible and adaptable network infrastructure that supports a distributed workforce, which is a hallmark of the hybrid work model<sup>12</sup>. References :=

- Hybrid Workforce | The New Hybrid Workplace | Cisco Meraki<sup>1</sup>.
- Hybrid Workforce, United Experience - Cisco Meraki<sup>2</sup>.

**NEW QUESTION 27**

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 30**

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 32**

The average number of SaaS application categories used by an SMB is 13. What does this mean for business?

- A. more security vulnerabilities
- B. less data with more contextualization
- C. less system interactions
- D. less distributed applications

**Answer: A**

**Explanation:**

Explanation

The average use of 13 SaaS application categories by an SMB indicates a diverse range of software tools utilized in the business operations. This diversity can lead to more security vulnerabilities for several reasons:

- \* 1. Increased Attack Surface: Each SaaS application represents a potential entry point for security threats, so more applications mean a larger attack surface.
- \* 2. Complexity in Management: Managing security across multiple applications can be complex, increasing the chance of oversight or errors.
- \* 3. Integration Challenges: Integrating different SaaS applications can create security gaps, especially if they are not designed to work together seamlessly.
- \* 4. Varied Security Standards: Different SaaS providers may have different levels of security measures, and weaker security in one application can compromise the overall security posture.

Businesses must therefore be vigilant in implementing comprehensive security strategies that encompass all the SaaS applications they use.

References :=

- Average number of SaaS apps used worldwide 2022 | Statista
- 50+ Essential SaaS Statistics You Need to Know in 2024 - Techopedia
- SaaS Application Usage Maturing in Global SMB and Midmarket
- SMBs will want collaboration and line-of-business applications

**NEW QUESTION 33**

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 34**

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 38**

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 41**

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

**Answer:** A

**NEW QUESTION 43**

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