

## Exam Questions 700-750

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<sup>12</sup>.

References:

#### NEW QUESTION 2

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 3

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 teams<sup>1</sup>. References := Cisco Global Hybrid Work Study 2022

#### NEW QUESTION 4

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 5

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 apps<sup>12</sup>.

**NEW QUESTION 6**

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

**NEW QUESTION 8**

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 9**

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 10**

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 10**

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 14**

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 19**

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 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

**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 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 efforts<sup>1</sup>.

#### NEW QUESTION 27

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 32

Which device connects remote SMB workers with power collaboration solutions and award-winning devices?

- A. WebEx
- B. Meraki Insight
- C. Meraki Systems Manager
- D. Cloud Meeting Solutions

**Answer:** A

#### NEW QUESTION 34

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 35

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 40

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