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
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 interface12.
References:

NEW QUESTION 3
Which technology is now in the middle of the same type of transformation that revolutionized telephones 20 years ago?

A. cloud security
B. network security
C. application security
D. video surveillance

Answer: D

Explanation:
Video surveillance technology is currently undergoing a transformation similar to the one that revolutionized telephones 20 years ago. The shift from analog to digital, the integration of Internet Protocol (IP) technology, and the use of artificial intelligence for facial recognition and behavior analysis are all part of this transformation. This evolution mirrors the transition telephones experienced with the advent of mobile technology and smart devices, which turned simple voice transmission tools into multifunctional devices with capabilities far beyond making calls.
References: = An article on the evolution of telephone technology that discusses the significant changes over the years1, and a report on the pace of technology transformation that highlights the rapid changes in communication technology2.

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
Which Cisco solution enables a hybrid experience and offers a VPN solution?

A. on-premises solution
B. edge computing
C. remote solution
D. cloud solution

Answer: A

Explanation:
Cisco's on-premises solutions, including their integrated services routers and security appliances, support the implementation of Virtual Private Networks (VPNs), which are crucial for creating a secure and encrypted connection over a less secure network, such as the internet. This becomes especially important for businesses adopting hybrid work models, where employees split their time between working on-site and remotely. The VPN solution allows remote workers to safely access the company's internal network, ensuring that sensitive data remains protected, even when accessed from outside the office. This hybrid experience is enabled by
on-premises VPN solutions, as they provide the necessary infrastructure to support secure remote access.
References: Cisco Small Business Solutions

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

A. Meraki MX
B. Duo
C. Meraki Insiqht
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 assessment12. References :=
https://www.cisco.com/c/en/us/products/security/duo/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 approach1.
References := The Importance of Hybrid Cloud for SMBs - Spiceworks

NEW QUESTION 9
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 network1. This proactive stance on security helps SMBs safeguard their assets and maintain business continuity in the face of evolving cyber threats. References :=
•Small and Medium Business Security Solutions - Cisco1.

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 expertise12. 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 SMBs1, and Cisco's discussion on hybrid workforce solutions for SMBs, which emphasizes the need for secure access in a hybrid work environment2.

NEW QUESTION 13
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 17
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 19
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 22
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 26
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 30
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 35
What is Cisco Networking Cloud?

A. cloud storage for network configurations
B. cloud storage for holding authentication keys
C. integrated platform for on-premises and cloud operating models
D. web-based platform for network engineers to store, track, and collaborate on network projects

Answer: C

Explanation:
Explanation
Cisco Networking Cloud is an integrated platform designed to provide connectivity to and between applications and workloads across various environments, including clouds, cloud services, on-premises data centers, and edge networks. It is crucial for the performance, security, and efficient management of hybrid cloud and multicloud environments. This platform facilitates the simplification of lifecycle management, assures user-experience, reduces time to market for service rollout, lowers operational costs, and minimizes risk for applications and data.
References: = You can find more details about Cisco Networking Cloud and its benefits on Cisco??s official page on cloud networking1.

NEW QUESTION 38
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