

Exam Questions 700-750

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 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 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

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

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. 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 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 assessment¹². References :=

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

NEW QUESTION 9

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 10

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 access¹.

References :=

•Duo Security - Cisco

NEW QUESTION 10

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 15

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 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 22

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 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 30

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 31

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 36

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 40

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