



# Cisco

## Exam Questions 700-750

Cisco Small and Medium Business Engineer (SMBE)

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#### 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 SMBs<sup>1</sup>. 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%<sup>2</sup>. 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

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 3

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 4

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 5

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 network<sup>1</sup>. 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 - Cisco<sup>1</sup>.

**NEW QUESTION 6**

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 access<sup>1</sup>.

References :=

•Duo Security - Cisco

**NEW QUESTION 7**

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 8**

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 9**

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 10

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

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

**Answer:** C

#### Explanation:

Explanation

Meraki Insight is part of Cisco's smart experience aimed at empowering IT. It provides end-to-end visibility on the network, which is crucial for IT teams to ensure a high-quality user experience. By leveraging Meraki Insight, IT can proactively monitor and troubleshoot network issues, thus empowering them to manage the network more efficiently and effectively. References := 1, 2

<https://newsroom.cisco.com/c/r/newsroom/en/us/a/y2022/m06/cisco-delivers-simpler-smarter-networks-with-a>

#### NEW QUESTION 10

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 11

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 15

Which Cisco product allows secure internet access?

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

**Answer:** D

#### NEW QUESTION 19

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