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 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
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
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 4
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 teams1. References := Cisco Global Hybrid Work Study 2022

NEW QUESTION 5
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 6
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

NEW QUESTION 7
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 systems123.
References := 123
https://www.ifsecglobal.com/advertorial/five-trends-in-video-surveillance-to-watch-in-2024/

NEW QUESTION 8
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 9
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 10
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 10
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 14
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 17
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