

# 700-750<sup>Q&As</sup>

Cisco Small and Medium Business Engineer (SMBE)

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## QUESTION 1

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.

Correct Answer: B

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## 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

Correct Answer: BEF

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## QUESTION 3

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

- A. Meraki MX
- B. Duo
- C. Meraki Insight
- D. Umbrella

Correct Answer: B

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## QUESTION 4

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

Correct Answer: B

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## QUESTION 5

Which Meraki product is used on Remote SMB work from anywhere?

- A. Meraki MT
- B. Meraki Systems Manager
- C. Meraki MS
- D. Meraki MR

Correct Answer: B

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## QUESTION 6

How does Cisco help SMBs to be truly smart?

- A. employee automation
- B. utilities cost control
- C. operational inefficiencies
- D. secure connectivity

Correct Answer: D

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## QUESTION 7

Which Cisco product is a solution offered for SMB experiences?

- A. Stealthwatch
- B. DNA Center
- C. Catalyst IR Router
- D. Meraki

Correct Answer: D

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## QUESTION 8

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

Correct Answer: ABE

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## QUESTION 9

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

Correct Answer: C

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## QUESTION 10

Which product helps enable secure authentication in a hybrid workforce?

- A. Webex Control Hub
- B. Cisco Business Dashboard
- C. Duo
- D. Meraki MX

Correct Answer: C

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## QUESTION 11

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

Correct Answer: B

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## QUESTION 12

What does the smart SMB experience enable?

- A. building a smarter network
- B. building smarter security
- C. building smarter workspaces
- D. protecting the outside of an office space

Correct Answer: C

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## QUESTION 13

Which security challenge do SMBs face?

- A. 98% of breaches are human error
- B. global excess of security experts
- C. too little vendor support
- D. too many security products

Correct Answer: A

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## QUESTION 14

Which Cisco product is part of the Secure SMB experience for enabling people?

- A. Umbrella
- B. Meraki MX
- C. Stealth watch
- D. Cisco Secure Email

Correct Answer: A

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## QUESTION 15

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

Correct Answer: B

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