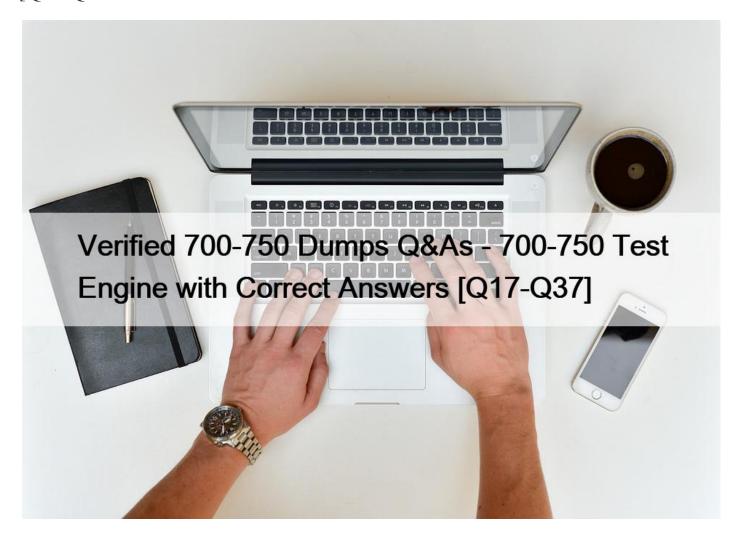# Verified 700-750 Dumps Q&As - 700-750 Test Engine with Correct Answers [Q17-Q37

Verified 700-750 Dumps Q&As - 700-750 Test Engine with Correct Answers

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Cisco 700-750 Exam Syllabus Topics:

TopicDetailsTopic 1- Exploring SMB Experiences: This topic assesses major benefits of Cisco SMB experiences and those specific solutions which can be implemented in these experiences. Furthermore, the topic explains how SMBs can leverage different experiences of Cisco SMB to their full advantage.Topic 2- Partnership Opportunities with Cisco: This topic covers the market trends influencing the SME sector, the differentiation of partner roles and types within the Cisco ecosystem and Cisco's partner strategy and its alignment with SMB objectives. It also discusses different opportunities and service-centric approaches for Managed Service Providers.Topic 3- Navigating Hybrid Workforce Experiences: The topic focuses on the significance of hybrid workforce experiences. It discusses how hybrid experiences meet the needs of SMBs. Moreover, it delves into different cross-selling and upselling strategies for the SMB market. Lastly, questions about how to apply hybrid solutions across diverse industries and verticals may also appear.Topic 4- Exploring Platforms: Role and capabilities of platforms that boost customer experiences is the focal point of this topic. The topic also explains different options for deployment and product associations within platforms, APIs, assessment of SaaS application impacts and insights, and

automation integration.Topic 5- Enabling People, Enhancing Workspaces: It examines tactics for enabling employees to maximize their potential and methods of enhancing physical and digital workspaces. Moreover, the topic explores how to empower IT teams to facilitate efficient operations.Topic 6- Securing the Modern Workplace: In this topic, sub-topics related to digital security solutions for SMBs, physical security and environmental solutions, different techniques for cross-selling and upselling secure solutions are present. It also discusses how to apply secure solutions across different industries and verticals.Topic 7- Understanding Business Value Demonstrations (BVDs): The significance of Business Value Demonstrations is discussed in this topic. It also discusses those tools which ensure outstanding presales engagements. Moreover, the topic focuses on the demo platforms and their application in SMB scenarios. Lastly, it measures skills to use odCloud, Topology Builder.Topic 8- Implementing SMART IT: It discusses the interpretation of data to extract meaningful insights for informed decision-making. It also explains Cisco's smart portfolio and cross-selling and upselling strategies for the smart SMB market. Real-world use cases that demonstrate the benefits of smart solutions are also discussed in this topic.

Topic 9- Enhancing Application Performance: This topic covers how to ensure application security, accessibility, and resiliency. It also identifies key applications on which SMBs rely. Different positioning strategies for Cisco offerings within SMB accounts are also discussed in this topic. Lastly, it focuses on those case studies and success stories that highlight application performance.Topic 10- Introducing Engineering Programs: It explores resources of engineering and their role in boosting sales success. The topic also discusses sub-topics related to Sales Connect and Blackbelt, Disti presales support options and the Meraki CMNA program. Benefits of Technical Assistance Center (TAC) are also discussed in this topic.

NEW QUESTION 17

The average number of SaaS application categories used by an SMB is 13. What does this mean for business?
* more security vulnerabilities
* less data with more contextualization
* less system interactions
* less distributed applications

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 18

Which technology is now in the middle of the same type of transformation that revolutionized telephones 20 years ago?
* cloud security
* video surveillance
* application security
* network security

NEW QUESTION 19

Partners must understand one another’s purpose and goal. What does Cisco consider its purpose?
* to maximize profits
* to power an inclusive future for all
* to dominate the market
* to limit global connectivity

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 20

How is Cisco transforming the modern workplace?
* investing in artificial intelligence and machine learning
* by offering a range of solutions designed to enable, enhance, and empower the modern workplace experience
* by modernizing public infrastructure
* by focusing on products that drive increased revenue

Cisco is transforming the modern workplace by providing a suite of networking, security, cloud, and collaboration solutions that support businesses in adapting to new work environments. These solutions are aimed at creating Trusted Workplaces that enable a Safe Return to Office and support a Secure Remote Workforce. This includes technologies that automate and secure network connectivity, provide social density and proximity insights for employee health and safety, and enable collaboration through tools like Webex, which leverage AI, sensors, and alerts to facilitate work from anywhere12.

References := Cisco Shapes the Future of Work, Cisco Powers Hybrid Work

NEW QUESTION 21

Which optional Cisco product enhances workspaces within Remote SMB?
* XDR
* ISR 900
* Catalyst Access Point
* Meraki Cameras

Meraki Cameras are part of Cisco’s cloud-managed solutions that enhance remote SMB workspaces by providing security and connectivity. These cameras can be integrated into the network for monitoring and security purposes, offering a flexible and

scalable solution that supports the needs of remote workers1.

References := 1

https://www.cisco.com/c/en/us/solutions/small-business/secure-remote-workers.html

NEW QUESTION 22

How does Cisco help SMBs with security?
* only check internal emails for phishing
* only priority applications should have zero trust-based access with multifactor authentication
* endpoint security with threat hunting and vulnerability management
* decentralized security policy

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 23

Which Cisco solution allows the setup of virtual network topologies for non-production testing?
* CVML
* Cisco U
* CML
* Packet Tracker

Cisco Modeling Labs (CML) is the solution that allows the setup of virtual network topologies for non-production testing. It is a network simulation tool that enables users to design, build, visualize, and launch virtual network models. This is particularly useful for testing, development, and demonstration purposes without the need for physical hardware. CML provides an environment where network topologies can be modeled using virtual instances of Cisco operating systems, such as IOS, IOS-XE, IOS-XR, and NX-OS.

References :=

*The Cisco Virtual Topology System (VTS) User Guide provides an overview of the VTS, which is related to but distinct from CML, as it focuses on overlay management and provisioning for data center networks1.

*Additional information about Cisco’s virtual networking solutions can be found in the Cisco VTS User Guide, which details the provisioning of overlay networks2.

*For a comprehensive understanding of Cisco’s virtual networking capabilities, the Cisco Virtual Topology System 2.5.2 All-in-One v1 documentation offers scenarios that include creating tenant networks and attaching virtual machines, which are similar to the functionalities provided by CML3.

NEW QUESTION 24

Which percentage of consumers consider a company’s purpose when making a purchase decision?

* 50%
* 66%
* 75%
* 80%

A study conducted by Razorfish in conjunction with VICE Media found that 82% of consumers make purchase decisions with a brand’s purpose in mind. This indicates that a significant majority of consumers consider a company’s purpose when deciding whether to buy their products or services. The study highlights the importance of brand values and authenticity in influencing consumer behavior, with a particular emphasis on the impact of purpose-driven purchasing among younger generations like Gen Z.

References: = The Razorfish study titled “The Truths, Myths and Nuances Behind Purpose,” which discusses changing consumer attitudes toward brand purpose and its role in purchase decisions1.

NEW QUESTION 25

What do SMBs need to be truly smart?
* visibility for each process at each location separately
* optimized customer and employee experiences by providing an environment that meets modern expectations
* individually managed technology stacks
* separate dashboards to provide intelligent monitoring with actionable insight and device manageability

To be truly smart, SMBs need to optimize customer and employee experiences by providing an environment that meets modern expectations. This involves leveraging technology to create a seamless, efficient, and responsive experience for both customers and employees. A smart SMB utilizes integrated solutions that enhance collaboration, productivity, and security, enabling the business to adapt quickly to market changes and customer needs. By focusing on the user experience, SMBs can drive innovation and growth, ensuring they remain competitive in a rapidly evolving business landscape1. References :=

*Cisco Smart Services for Small and Medium Business2.

*Investing in your success scaling SMB sales like never before1. =========================

NEW QUESTION 26

Which key feature does Meraki offer for managing hybrid workforces?
* provides intent-based GUI-based WAN configuration and management
* provides APIs to allow developers to save time by taking advantage of a platform’s implementation
* provides real-time monitoring but no access to analytics
* networking and security functions remain separate and not integrated into a single service

Meraki offers a key feature for managing hybrid workforces by providing APIs that allow developers to save time through the platform’s implementation. This feature is crucial for hybrid work environments where seamless integration and automation are necessary. The APIs enable rapid development and deployment of custom solutions that can enhance productivity and ensure consistent access to networks and data, regardless of the employee’s location. This aligns with the need for a flexible and adaptable network infrastructure that supports a distributed workforce, which is a hallmark of the hybrid work model12. References :=

*Hybrid Workforce | The New Hybrid Workplace | Cisco Meraki1.

*Hybrid Workforce, United Experience – Cisco Meraki2. =========================

NEW QUESTION 27

Meraki Dashboard is used for ease of management of Meraki devices. Which other devices are integrated with the Meraki dashboard?
* Smart Assistants
* HVAC Sensors
* Catalyst devices
* WebEx Boards

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:

*Detailed information about the Meraki Dashboard and its capabilities1.

*Documentation on adding and removing devices from the Meraki Dashboard3.

*Blog post discussing the onboarding of Cisco Catalyst Switches in the Meraki Dashboard2.

NEW QUESTION 28

Which Cisco product enables video conferencing and communication?
* Webex
* Meraki
* Duo
* Umbrella

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 29

Which Cisco solution enables a hybrid experience and offers a VPN solution?
* on-premises solution
* edge computing
* remote solution
* cloud solution

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 30

Which Cisco product allows secure internet access?
* Duo
* Webex
* Meraki
* Umbrella

Cisco Umbrella provides secure internet access by acting as a cloud-delivered security service. It offers protection against threats on the internet wherever users go. With Umbrella, IT administrators can ensure that company policies are enforced, and users are protected from malicious sites and content. It’s designed to provide the first line of defense against threats on the internet by blocking unwanted content before it reaches the network or endpoints12.

References := 1: Cisco Secure Access – Secure Internet Access – Cisco 2: Introducing Cisco Secure Access – Cisco Blog

NEW QUESTION 31

How do Meraki cameras perform in the smart SMB experience?
* building a smarter network
* building smarter security
* building smarter workspaces
* protecting the outside of an office space

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 32

Which strategy allows an organization to experience 53% fewer cyberattacks and breaches?
* multi-vendor security strategy
* cloud-based security strategy
* proactive security strategy
* decentralized security strategy

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 risks1.

NEW QUESTION 33

Which global program scales Cisco’s technical resources via third party, services-only partners to provide the channel partners with access to validated expert resources?
* Cisco U
* MINT
* GPSA
* Cisco Service

The Global Partner Services Accelerator (GPSA) is the program that scales Cisco’s technical resources through third-party, services-only partners. This program is designed to provide channel partners with access to validated expert resources, enabling them to extend their capabilities and reach. The GPSA helps partners deliver a broader range of services by leveraging Cisco’s extensive technical knowledge base and support infrastructure1.

References :=

*Cisco Introduces Global Services Partner Program

*Cisco Global and Strategic Partners

*Global Partner Network – Cisco

NEW QUESTION 34

How are solutions tailored to meet unique SMB requirements for growth?
* Provide general hands-on demonstrations.
* Offer a one-size fits all package.
* Offer varied payment plans and discounts for bundled products.
* Upscale the customer so they do not have to upscale in the future.

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 35

How do Meraki cameras perform in the smart SMB experience?
* recording room temperature
* recording videos
* counting people
* schedule policies for recording

Cisco Meraki cameras are designed to provide enhanced security and business insights for SMBs. They do not record room temperature, as their primary function is not environmental monitoring. While they do record videos, this is a standard feature of most security cameras and not unique to the smart SMB experience.

Scheduling policies for recording is also a feature, but it is not highlighted as a key performance aspect in the context of smart SMB experience. The distinguishing feature of Meraki cameras in a smart SMB setup is their ability to count people1. This is part of the advanced analytics capabilities that Meraki cameras offer, which include motion heatmaps, historical person tracking, and intelligent motion indexing. These features are particularly useful for businesses to gain insights into customer behavior, occupancy, and usage

patterns.

References :=

*Smart Cameras | Cisco Meraki

*MV – Smart Cameras – Cisco Meraki Documentation

*Cisco Smart Office Technology Solutions for SMBs

*Third Generation MV Cameras: Overview and Specifications

*Smart Cameras Introduction – The Meraki Community

NEW QUESTION 36

What is the primary purpose of Umbrella’s Secure Web Gateway?
* exposes shadow IT by providing the ability to detect and report on cloud applications across organizations
* analyzes sensitive data in-line to provide visibility and control over sensitive data
* isolates web traffic from the user device to prevent the possibility of malware infections
* logs and inspects web traffic for full visibility, URL and application controls, and protection against malware
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 37

Which technology is now in the middle of the same type of transformation that revolutionized telephones 20 years ago?
* cloud security
* network security
* application security
* video surveillance
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.

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