Cisco

(700-750)

Cisco Small and Medium Business Engineer

Total: **50 Questions**

Link:

Question: 1

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

Question: 2

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

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 -

Question: 4

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

    A.50%
    B.66%
    C.75%
    D.80%

Answer: D

Question: 5

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

Answer: ABE

Question: 6

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

Question: 7

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

Question: 8

How is Cisco leveling the playing field between virtual and in-person workers?

    A. device cloud management
    B. inclusive collaboration suite
    C. cloud security
    D. smart cameras

Answer: B -

Question: 9

Which device connects remote SMB workers with power collaboration solutions and award-winning devices?

    A.WebEx
    B.Meraki Insight
    C.Meraki Systems Manager
    D.Cloud Meeting Solutions

Answer: D

Question: 10

Which outcome do Cisco products deliver for SMB Customers?

    A.enhance people
    B.enhance workspaces
    C.enable IT
    D.enhance visibility

Answer: B

Question: 11

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: C

Question: 12

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: B

Question: 13

Which Cisco product is a solution offered for SMB experiences?

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

Answer: D

Question: 14

Which key feature does Meraki offer for managing hybrid workforces?

A. provides intent-based GUI-based WAN configuration and management
B. provides APIs to allow developers to save time by taking advantage of a platform's implementation C.
provides real-time monitoring but no access to analytics
D. networking and security functions remain separate and not integrated into a single service

Answer: A

Question: 15

What must a hybrid SMB technology solution have?

A. zero trust identity-based access
B. specific desk for each employee when they visit the office C.
single vendor collaboration infrastructure
D. separate security policy for wired and wireless users

Answer: A