PASS QUESTION

PRACTICE QUESTIONS

EXAM PREPARATION GUIDE

Learn Smarter

Practice Effectively

Achieve Your Goals

https://www.passquestion.com

One Year of Content Updates Included

Exam : **700-750**

Title : Cisco Small and Medium Business Engineer

Version : DEMO

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

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

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

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

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: A, B, E