



# Cisco

## Exam 700-802

### IoT Manufacturing Account Manager

Version: 7.0

[ Total Questions: 35 ]

**Question No : 1**

Which four levels of solutions does the Cisco Internet of Things product structure consist of? (Choose four.)

- A. sensors
- B. deployment support
- C. products (such as, plant switching and plant routing)
- D. network management (SDN) and Internet of Things security
- E. PaaS, JouleX, Connected Operations
- F. fog computing (IOx)

**Answer: A,C,D,F**

**Question No : 2**

Which four important elements does the converged plant-wide Ethernet through Cisco Connected Factory Automation solution deliver to the plant floor? (Choose four.)

- A. animation
- B. visibility
- C. guidance
- D. flexibility
- E. scalability
- F. security

**Answer: B,D,E,F**

**Question No : 3**

Which three benefits were realized as a result of the Cisco Internet of Things solution in the tractor manufacturer case study? (Choose three.)

- A. improved production accuracy by 23%
- B. integrated, continuous real-time views of manufacturing process
- C. reduced cycle-times by 99%
- D. reduced cycle-time by 40%
- E. reduced overtime that results from efficient replenishment

**Answer: B,D,E**

**Question No : 4**

In which two ways can you start conversations with an Automation Controls Director?  
(Choose two.)

- A. Talk about thwarting attacks and security breaches.
- B. Talk about the desire to reduce cabinets.
- C. Talk about worker safety.
- D. Talk about reducing downtime with network and device visibility.

**Answer: B,D**

**Question No : 5**

Cost reduction is an important success metric for Automation Controls Directors. In the Internet of Things, which four options achieve cost reduction? (Choose four.)

- A. decreased downtime
- B. increased operational equipment effectiveness from 65% to 89%
- C. improved quality
- D. increased throughput
- E. improved uptime
- F. improved safety

**Answer: B,C,D,E**

**Question No : 6**

Which four actions are included in the next steps to talk to customers about Cisco Internet of Things solutions? (Choose four.)

- A. Ask for recommendations.
- B. Talk to the customer's team.
- C. Identify customer project locations and sell to them.
- D. Build a business case.

- E. Discuss a discovery workshop.
- F. Perform a proof of concept.

**Answer: A,C,D,F**

**Question No : 7**

Which two outcomes are realized with Cisco Connected Factory Energy Management?  
(Choose two.)

- A. granular real-time visibility on energy usage
- B. reduced downtime
- C. reduced energy usage
- D. increased productivity

**Answer: A,C**

**Question No : 8**

In addition to devices, hardware, software, and services, what are additional sales opportunities for Cisco partners?

- A. maintenance
- B. buildings
- C. sensors
- D. construction equipment

**Answer: A**

**Question No : 9**

What does the Cisco Connected Factory Energy Management solution primarily help customers to do?

- A. Make money
- B. Save money
- C. Be safer

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