

# **Cisco**

## **Exam 700-802**

### **IoT Manufacturing Account Manager**

**Verson: Demo**

**[ Total Questions: 10 ]**

**Question No : 1**

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 : 2**

In which three ways does the Cisco Internet of Things help customers to be more safe? (Choose three.)

- A. increased production efficiency
- B. threat detection and mitigation
- C. greater productivity
- D. device configuration assurance
- E. user and device identity

**Answer: B,D,E**

**Question No : 3**

Which two things does Cisco Connected Factory Automation primarily help customers to do? (Choose two.)

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

**Answer: C,D**

**Question No : 4**

In which zone does Cisco Connected Factory Security help to protect the manufacturing environment?

- A. logistics network
- B. danger zone
- C. area control zone
- D. demilitarized zone
- E. enterprise business applications zone

**Answer: C**

**Question No : 5**

What does Cisco Connected Factory Wireless primarily help customers to do?

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

**Answer: B**

**Question No : 6**

In which two ways can you start conversations with Plant Engineering Managers? (Choose two.)

- A. Talk about real-time mobile diagnostics.
- B. Talk about the percent of energy coverage.
- C. Talk about extending wireless to production use cases.
- D. Talk about thwarting attacks and security breaches.

**Answer: A,C**

**Question No : 7**

Opportunities to sell the Internet of Things usually exist around an event. Which three customer initiatives signal an IoT opportunity? (Choose three.)

- A. building a new plant
- B. implementing new employee benefits
- C. upgrading or replacing automation systems
- D. replacing a machine on the manufacturing line
- E. expanding an existing production facility

**Answer: A,D,E**

**Question No : 8**

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 : 9**

Which three challenges did the company face in the motorcycle manufacturer case study? (Choose three.)

- A. deploy wireless for instant visibility
- B. accelerate new product introduction
- C. implement flexible manufacturing
- D. reduce plant downtime
- E. reduce product theft

**Answer: A,B,C**

**Question No : 10**

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**