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

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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

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Opportunities to sell the Internet of Things usually exist around an event. Which three customer initiatives signal an loT 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

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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

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