



# 700-802<sup>Q&As</sup>

Cisco IoT Manufacturing Account

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**QUESTION 1**

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

Correct Answer: ADE

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**QUESTION 2**

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

Correct Answer: C

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**QUESTION 3**

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.

Correct Answer: BD

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**QUESTION 4**



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.

Correct Answer: AC

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#### QUESTION 5

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

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

Correct Answer: C

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