



**Vendor:** Cisco

**Exam Code:** 700-802

**Exam Name:** IoT Manufacturing Account Manager

**Version:** DEMO

#### QUESTION 1

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:** AC

#### QUESTION 2

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:** ACDF

#### QUESTION 3

The Internet of Things is described as the driver for the fourth industrial revolution. Which three options are important drivers of this revolution? (Choose three.)

- A. Manufacturers are consolidating factories.
- B. Factories are growing off-shore.
- C. Companies are moving toward robotic advancements.
- D. Companies are turning toward Ethernet.
- E. Manufacturers are moving to big data for answers.

**Answer:** ACE

#### QUESTION 4

Specific company characteristics signal opportunities to sell the Cisco Internet of Things. Which three characteristics indicate such an opportunity? (Choose three.)

- A. security concerns
- B. a slow-moving company
- C. an IT preference for Cisco
- D. a focus on green energy\_\_\_\_\_
- E. a move to wireless manufacturing, Ethernet I/O, predictive maintenance, or other new models

**Answer:** ADE



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