



700-826^{Q&As}

Cisco IoT Essentials for Account Managers

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QUESTION 1

What is a pillar in Cisco's IoT strategy?

- A. monitor the network
- B. contain all threats
- C. differentiate with security
- D. expand IT relationships

Correct Answer: C

A key pillar in Cisco's IoT strategy is to "differentiate with security." Cisco emphasizes the importance of integrating advanced security features into their IoT solutions to provide a distinct advantage over competitors. This approach not only ensures the protection of networked devices and data but also positions Cisco as a leader in secure IoT deployments. By prioritizing security, Cisco aims to address the significant concerns businesses have regarding the vulnerability of IoT systems. References: This answer reflects Cisco's strategic emphasis on enhancing the security capabilities of their IoT offerings, as outlined in their IoT and security documentation.

QUESTION 2

Which feature of the warehouse connectivity solution results in significant operational cost savings?

- A. placement does not require air conditioning
- B. provides web server capabilities
- C. helps bridge adjacent networks
- D. performs data analysis

Correct Answer: A

A significant operational cost saving in the warehouse connectivity solution comes from the fact that the placement of network equipment does not require air conditioning. This is particularly beneficial in large warehouse environments where the cost and logistics of cooling can be substantial. By eliminating the need for air conditioning for the network equipment, companies can significantly reduce operational expenses related to energy consumption and maintenance. References: This benefit is based on the design and deployment strategies of industrial networking equipment that are optimized for environments with minimal infrastructural support, reducing overall operational costs.

QUESTION 3

Which two services are in IoT Operations Dashboard? (Choose two.)

- A. Edge Intelligence
- B. Cross Operational Viewer
- C. Industry Monitoring Insight



D. Secure Equipment Access

E. Network Troubleshoot Tool

Correct Answer: AD

In the IoT Operations Dashboard, two of the services included are Edge Intelligence and Secure Equipment Access. Edge Intelligence allows for the management and processing of data at the edge, facilitating local decision-making and reducing latency. Secure Equipment Access provides secure remote access to devices, which is critical for maintaining security while managing devices from a central location.

References: These services are part of Cisco's IoT Operations Dashboard offerings, as detailed in Cisco's IoT solutions documentation, which highlights the integration of various services to manage and secure IoT deployments effectively.

QUESTION 4

In the industrial security sales play, which stakeholder is typically tasked with choosing the ICS security solution?

A. CSO

B. Field technician

C. IT

D. OT

Correct Answer: D

In the industrial security sales play, the stakeholder typically tasked with choosing the Industrial Control Systems (ICS) security solution is the Operational Technology (OT) team. The OT team is directly responsible for the continuity, efficiency, and safety of the industrial processes. Their deep understanding of the operational requirements and the critical nature of the systems makes them the primary decision-makers for security solutions that impact production and operational environments. References: This conclusion is based on industry standards and roles where OT teams are primarily engaged in managing and securing operational technologies within industrial setups.

QUESTION 5

What are Cisco's primary areas of focus for a connected factory?

A. Connected Factory, Connected Inventory, Factory Cloud

B. Smart Plant, Smart Security, Smart Automation

C. Connected Factory, Factory Wireless, Factory Security

D. Smart Factory, Connected Periphery, Cisco IND

Correct Answer: C

Cisco's primary areas of focus for a connected factory include "Connected Factory," "Factory Wireless," and "Factory Security." These areas are designed to enhance the connectivity, flexibility, and security of manufacturing operations.



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Connected Factory integrates various manufacturing devices and systems onto a common network platform. Factory Wireless enables robust and flexible wireless connectivity for mobile and fixed assets. Factory Security addresses the cybersecurity and physical security needs of manufacturing environments.

References: This understanding is based on Cisco's strategic approaches to industrial IoT, focusing on enhancing connectivity, mobility, and security within manufacturing environments.

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