

# PDFVCE



Choose the version that fits your needs	PDF Version	Desktop Test Engine	Online Test Engine
Latest and Up-to-Date exam dumps with real exam questions answers.	✓	✓	✓
Get 12-Months free updates without any extra charges.	✓	✓	✓
Experience same exam environment before appearing in the certification exam.	✗	✓	✓
100% exam passing guarantee in the first attempt.	✓	✓	✓
20% discount on more than one license and 30% discount on 5+ license purchases.	✗	✓	✓
100% secure purchase on SSL.	✓	✓	✓
Completely private purchase without sharing your personal info with anyone.	✓	✓	✓

<http://www.pdfvce.com>

Highly Efficiently Exam Tool and Effective Exam Practice Materials

**Exam** : **700-802**

**Title** : IoT Manufacturing Account  
Manager

**Vendor** : Cisco

**Version** : DEMO

NO.1 Which three challenges did the company have in the auto manufacturer case study? (Choose three.)

- A. reduce spending
- B. increase factory security
- C. streamline manufacturing workflow
- D. implement real-time monitoring
- E. deploy mobile-enabled workforce

**Answer:** A,C,D

NO.2 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:** A,C,E

NO.3 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:** A,D,E

NO.4 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:** A,C,D,F