

700-826^{Q&As}

Cisco IoT Essentials for Account Managers

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QUESTION 1

Why is the Industrial Network Director (IND) a clear added value in OT applications?

- A. IND can provide asset visibility for Modbus, Profinet, and Bacnet automation devices.
- B. IND enables app hosting in field routers IR8XX.
- C. IND improves industrial asset visibility and network troubleshooting.
- D. IND can work as a universal SCADA for automation systems.

Correct Answer: C

The Industrial Network Director (IND) is particularly valuable in Operational Technology (OT) applications due to its ability to improve industrial asset visibility and network troubleshooting. IND is designed to manage and monitor industrial networks, helping OT professionals gain comprehensive visibility into their network assets and streamlining the troubleshooting process. This capability enhances operational efficiency and minimizes downtime in industrial environments. References: The role of IND in enhancing network management and troubleshooting in OT environments is highlighted in Cisco's documentation and marketing materials for IND, which emphasize its benefits in industrial settings.

QUESTION 2

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. The

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.

QUESTION 3

What is the primary business outcome for an outdoor connectivity use case?

- A. improved safety by connecting surveillance cameras
- B. improved emergency services with onboard vehicle connectivity
- C. improved data offloading from machines
- D. improved operational efficiency via real-time process visibility

Correct Answer: D

The primary business outcome for outdoor connectivity use cases, such as in industrial sites or large outdoor facilities, is improved operational efficiency achieved through real-time process visibility. By enabling connectivity in outdoor environments, organizations can monitor processes in real-time, receive timely data, and make informed decisions that optimize operations and reduce downtime. References: This conclusion is supported by the general benefits of IoT connectivity in enhancing visibility and control over operations in various industries, particularly in extensive outdoor settings.

QUESTION 4

Where are Utilities currently focused?

- A. reduce OpEx, grid modernization, renewables, safety and security
- B. maintain grid reliability, air gap grid connectivity, move OpEx to CapEx
- C. clean coal, leverage existing assets, connected vehicle
- D. reduce power coverage, Smart appliances, electric vehicle

Correct Answer: A

Utilities are currently focused on reducing operational expenditures (OpEx), modernizing the grid, integrating renewable energy sources, and enhancing safety and security measures. These priorities aim to improve efficiency, sustainability, and resilience in utility operations, addressing the increasing demands for cleaner energy and more reliable service amidst growing environmental and economic challenges. References: This understanding is based on industry trends and strategic focuses commonly observed in the utilities sector, aiming to adopt more sustainable and efficient practices while ensuring robust infrastructure security.

QUESTION 5

With which products does Cisco Cyber Vision have a built-in integration?

- A. FND, IND, IoT Operations Dashboard
- B. ISE, Firepower, Stealthwatch
- C. vManage, DNA-Center, Webex
- D. Industrial Asset Vision, Umbrella, Duo

Correct Answer: B

Cisco Cyber Vision is integrated with Cisco ISE (Identity Services Engine), Cisco Firepower, and Cisco Stealthwatch.

This integration enhances the security capabilities of network systems by providing extensive visibility into network activities

and threats, thus allowing for better threat detection, response, and policy enforcement across an organization's network.

References: This information aligns with Cisco's documentation on Cyber Vision, which highlights its integration capabilities with these security products to offer a robust defense against cyber threats in industrial environments.

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