



# 700-846<sup>Q&As</sup>

Cisco IoT Advantage for Account Managers (IOTAAM)

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#### QUESTION 1

Which Cisco full-stack solution automates the collection and integration of non-critical operational data and provides asset location in Oil and Gas applications\?

- A. Edge Intelligence
- B. Industrial Asset Vision
- C. IND
- D. FND

Correct Answer: B

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#### QUESTION 2

Which functions does Cisco DNA-Center manage?

- A. policy provision, design assurance
- B. detect secure maintain view
- C. segment, deploy, integrate audit
- D. configure, secure, manage monitor

Correct Answer: A

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#### QUESTION 3

How does Cisco Cyber Vision benefit Industrial Control Engineers\?

- A. 100% visibility of assets and insights on industrial operations
- B. outsources plant operations to IT
- C. pushes security responsibility to the enterprise
- D. allows security operations to be disconnected from operations

Correct Answer: A

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#### QUESTION 4



How can issues with traffic safety and new connected vehicles be addressed?

- A. provide insight into the data generated from roadway sensors and devices
- B. converge multi-services network designed for resiliency and deployment and management at scale
- C. Cisco Validated Designs provide peace of mind and clear compliances
- D. zero trust model, increase visibility, segmenting traffic mitigate and threat protection end-to-end

Correct Answer: D

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#### QUESTION 5

What are the steps to engage customers to develop IoT opportunities?

- A. design in with OT vendors build full-stack solutions, extend the enterprise
- B. standardize industrial and enterprise networks simplify sales plays, accelerate integrations
- C. create a foundation with IBN extend relevance with cybersecurity, engage with edge data
- D. leverage CVDs, connect all assets on the network, use data to drive business outcomes

Correct Answer: B

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#### QUESTION 6

In which two critical areas does Cisco's advanced roadside intelligence provide incremental value to customers in the transportation industry? (Choose two )

- A. consolidate infrastructure for other public services and commercial companies
- B. improved throughput for cellular backhaul
- C. improved road user safety
- D. dynamic event detection notification and response
- E. positioning of vehicle charging stations

Correct Answer: BC

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#### QUESTION 7

How do converged networks provide the most significant impact in a typical manufacturing factory"?

- A. reduced downtime
- B. plant safety



- C. machine safety
- D. better fleet operations

Correct Answer: A

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#### QUESTION 8

What Cisco solution provides customers with visibility and security (or their Industrial IoT network)?

- A. Cisco Cyber Vision
- B. Cisco Field Management Operations
- C. Cisco Edge Intelligence
- D. Cisco Industrial Asset Vision

Correct Answer: D

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#### QUESTION 9

What does Volt/Var Control and Optimization manage?

- A. Fault Location Isolation
- B. voltage levels and power quality
- C. compliance regulatory
- D. service restoration

Correct Answer: B

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#### QUESTION 10

What does the term FMS stand for in mining environments?

- A. Fleet Management System
- B. Freight Management Sorter
- C. Free Mainline Security
- D. For Master Support

Correct Answer: A

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