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Cisco IoT Essentials for Account Managers

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**QUESTION 1**

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 2

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.

QUESTION 3

Which class 1 div 2 Industrial Wireless Access Point is purpose-built for hazardous environments?

- A. 1552H



- B. IW6300
- C. IW3702
- D. MR20

Correct Answer: A

The Cisco Aironet 1552H Outdoor Access Point is specifically designed for hazardous environments and is Class 1 Division 2 certified. This makes it suitable for areas where explosive gases, vapors, or liquids might exist under abnormal conditions, providing reliable wireless connectivity in potentially hazardous industrial settings. References: This information is detailed in Cisco's product specifications for the Aironet 1552H, highlighting its design and certification for use in hazardous locations.

QUESTION 4

How will Roadway solutions typically start?

- A. secure multi-service infrastructure
- B. best in breed solutions
- C. resilient industrial security
- D. DMZ

Correct Answer: A

In the context of roadway solutions, "secure multi-service infrastructure" typically refers to the foundational framework that integrates multiple services, such as traffic management, safety systems, and communications networks, in a secure and robust manner. This infrastructure is essential for enabling advanced roadway systems that can adapt to varying conditions and demands, ensuring efficient and safe transportation environments. References: The answer is derived from common practices and conceptual understanding within the domain of industrial and roadway infrastructure solutions, where security and multi-service capabilities are crucial.

QUESTION 5

What is the primary purpose of utility substations?

- A. monitor the reliable and efficient delivery of power into the distribution grid
- B. FLISR: fault isolation, recovery, and service restoration
- C. Volt-VAR reactive power control
- D. provide physical security for the grid

Correct Answer: A

The primary purpose of utility substations is to monitor and ensure the reliable and efficient delivery of power into the distribution grid. Substations play a crucial role in transforming voltage levels between high transmission voltages and



lower distribution voltages, and in managing the flow of electrical power in various directions, ensuring stability and efficiency in the power supply to residential, commercial, and industrial users. References: This explanation is based on the fundamental functions of substations within electrical grids, as described in basic electrical engineering principles and utility operation standards.

QUESTION 6

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 7

What are the main use cases that connected roadways and intersections enable?

- A. connecting both serial and ethernet field devices, and remote and mobile asset connectivity
- B. connectivity for traffic signal controller, video surveillance, and digital signage
- C. public safety fleet monitoring, and predictive maintenance for rail
- D. alternate routing of vehicles, and counting the number of passengers on public transportation

Correct Answer: B

Connected roadways and intersections primarily enable the connectivity for traffic signal controllers, video surveillance, and digital signage. These technologies are integrated to manage traffic flow more efficiently, enhance road safety, and provide real-time information to drivers and pedestrians. This integration supports smart city initiatives by improving traffic management, reducing congestion, and increasing safety and information dissemination at roadways and intersections. References: This answer reflects common smart roadway solutions that leverage connectivity to optimize traffic management and enhance public safety, as outlined in various Cisco smart city and IoT deployments.

QUESTION 8

What is the primary value proposition of Cisco Cyber Vision?



- A. securely run authenticated IoT applications at the edge on Cisco's IOx-hosted infrastructure
- B. embedded small form factor solves size, weight, and power challenges
- C. manage operations of the network of geographically distributed assets
- D. discover industrial assets, protocols, and communication patterns to provide operational insights

Correct Answer: D

Cisco Cyber Vision is primarily designed to offer visibility and security for industrial control systems. Its key value proposition lies in its ability to discover and monitor industrial assets, protocols, and communication patterns, providing crucial operational insights into the industrial network. This enables better security management by identifying vulnerabilities and anomalies in network behavior, thus helping maintain the integrity and efficiency of industrial operations. References: This understanding is based on Cisco's documentation for Cyber Vision, which highlights its capabilities in asset visibility and network monitoring to ensure robust security in industrial environments.

QUESTION 9

Which use case involves extending Intent-Based Networking to the Extended Enterprise?

- A. parking lot connectivity
- B. substation automation
- C. first-response vehicles
- D. oil and gas pipeline

Correct Answer: A

Extending Intent-Based Networking (IBN) to the Extended Enterprise, particularly in use cases like parking lot connectivity, involves deploying advanced networking solutions that extend the intelligence and management capabilities of core networks to remote or outdoor environments. This application of IBN supports efficient connectivity and smarter management of resources in distributed locations such as parking lots. References: This answer is based on the application of Cisco's IBN technologies, which are designed to extend robust network functionalities to edge and remote locations, enhancing connectivity and control.

QUESTION 10

Who is the typical buyer for Extended Enterprise Solutions?

- A. CSO
- B. OT
- C. IT
- D. Industrial Systems Integrators

Correct Answer: C

The typical buyer for Extended Enterprise Solutions within organizations is often the IT department. IT professionals are



responsible for ensuring the seamless integration and management of enterprise solutions that extend beyond the traditional office space into areas like remote locations, branch offices, and other off-campus environments. They handle the oversight of deploying, managing, and securing the extended network to support the organization's operational needs. References: This answer is derived from understanding the roles within organizations where IT departments are typically tasked with overseeing and implementing technology solutions that support broader business operations, including extended enterprise environments.

QUESTION 11

What are the key products in the connected factory use cases?

- A. Catalyst IE 3800, Catalyst 9000, IR829
- B. IE Switches, Cyber Vision, Industrial Network Director
- C. IW6300, AP1572, MR210
- D. CGR2010, CGR1240, IR510

Correct Answer: B

In connected factory use cases, the key Cisco products include IE Switches, Cyber Vision, and the Industrial Network Director (IND). These products work together to provide robust connectivity, security, and management for industrial environments. IE Switches ensure reliable network connections in harsh factory settings, Cyber Vision offers security and visibility for industrial control systems, and IND provides centralized management and monitoring capabilities. References: This combination of products is integral to Cisco's connected factory solutions, as detailed in Cisco's industrial solutions portfolio, where they are described as essential components for achieving comprehensive connectivity and security in manufacturing environments.

QUESTION 12

What are the two primary areas of IoT hardware investment in Oil and Gas? (Choose two.)

- A. automation of back-office processes
- B. scheduling for truck deliveries and maintenance
- C. gas station automation
- D. improve operational excellence, health, safety, and environmental control
- E. cybersecurity threat prevention, detection, and response

Correct Answer: DE

In the Oil and Gas sector, two primary areas of IoT hardware investment are improving operational excellence, health, safety, and environmental control (HSE), and cybersecurity threat prevention, detection, and response. Investment in IoT technologies in these areas is critical to enhance overall operational efficiencies, ensure compliance with safety and environmental regulations, and protect infrastructure from cyber threats, which are increasingly prevalent in the industry. References: These focus areas align with industry trends where enhancing operational safety and securing critical infrastructure are prioritized to mitigate risks and improve performance in the volatile environments typical of oil and gas operations.



QUESTION 13

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.

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