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**Cisco IoT Essentials for Account Managers**



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## Question: 1

How will Roadway solutions typically start?

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

**Answer: A**

Explanation:

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.

Reference:

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: 2

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

**Answer: D**

Explanation:

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.

Reference:

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: 3

Which types of devices are able to be connected in an Extended Enterprise solution?

- A. Data centers, desk phone
- B. Webex, sensors
- C. IP cameras, sorters
- D. Smart meters, actuators

**Answer: D**

Explanation:

In an Extended Enterprise solution, the types of devices that can be connected typically include those that extend the functionality of the enterprise beyond its traditional boundaries. Smart meters and actuators are examples of such devices. Smart meters provide critical data for utility management and optimization, while actuators play a key role in automating processes and systems, both crucial for expanding the enterprise's operational capabilities into more distributed and dynamic environments.

Reference:

The answer reflects an understanding of extended enterprise architectures, where the integration of various IoT devices like smart meters and actuators supports extended operational efficiency and datadriven management.

### Question: 4

Which equipment consistently needs connectivity in a port use case?

- A. baggage scanning system and IP phones
- B. video surveillance and conveyors
- C. auxiliary power systems and crane systems
- D. scanners and digital signage

**Answer: B**

Explanation:

In port use cases, maintaining continuous connectivity for equipment such as video surveillance and conveyors is essential. Video surveillance systems are crucial for security monitoring and safety throughout the port, while conveyors are integral to the operation of moving goods efficiently. Consistent connectivity ensures that these systems operate without interruption, which is vital for maintaining the flow of operations and security within the port environment.

Reference:

The answer aligns with common industrial practices in ports where the continuity of surveillance and conveyor operations are critical for daily activities.

## 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

**Answer: C**

Explanation:

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.

Reference:

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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