



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

Which three solutions are part of the Cisco internet of Things application portfolio? (Choose three.)

- A. Fog/Edge (IOX)
- B. Data center
- C. IaaS
- D. PaaS/Cloud (DSX)
- E. Management and Analytics

Correct Answer: ADE

QUESTION 2

Which two solutions are part of the Cisco internet of Things safety and security portfolio? (Choose two)

- A. financial security
- B. personal security
- C. cyber security
- D. physical security

Correct Answer: CD

QUESTION 3

In addition to its exceptional network, what does working with Cisco also provide with?

- A. Regionally-tailored product and offerings.
- B. A new approach to customer service.
- C. Facilitated mergers with IT-focused companies.
- D. Outstanding source code.

Correct Answer: D

QUESTION 4

Which option does Cisco IOx enable that benefits the utilities industry?

- A. less strict regulations.



- B. greater worker involvement in bringing additional transformers online when loads increase.
- C. solar power.
- D. increased speed of notifications when transformers change behavior.

Correct Answer: D

QUESTION 5

Manufacturers face a constantly changing economy and a continuous desire to reduce costs. What can manufacturers use the Cisco internet of things to do?

- A. Increase the number of active onsite workers.
- B. Improve their company marketing approach.
- C. Increase visibility into operations.
- D. Maintain use of traditional manufacturing practices.

Correct Answer: C

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