



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

Which option is one of the primary challenges that customers face with the increasing amount of data that is generated by connected devices?

- A. establishing which employees get to use the data
- B. transforming the data into meaningful insight
- C. not enough workers to analyze the data
- D. accumulate rig worker-relate a data

Correct Answer: B

QUESTION 2

Which option best describes the relationship between the cloud and the fog?

- A. Data is sent first to the cloud and then to the fog.
- B. Data is stored in the fog, but not in the cloud.
- C. The fog stores data in the network edge that may or may not be sent to the cloud.
- D. The fog is replacing the cloud.

Correct Answer: C

QUESTION 3

Of the four primary components of the customers install base, which component is the most significant and untapped opportunity?

- A. Commercial/SMB
- B. service providers
- C. the public sector
- D. enterprise

Correct Answer: A

QUESTION 4

Three of the Cisco Connected Utilities solutions are: Connected Mobile Field, Connected AMI, and Connected Distribution Automation. Which option is the fourth solution?



- A. Connected Roadways
- B. Connected Vehicle
- C. Connected Substation
- D. Connected Alternative Energy

Correct Answer: C

QUESTION 5

What can workers in the manufacturing industry do now as a direct result of Cisco IOx?

- A. Increase their firm's global relevance.
- B. Expand their company's marketing initiatives.
- C. Receive earlier notification of an approaching peak or Reduce worker time spent in hold of operation.
- D. Reduce worker time spent in manufacturing plants.

Correct Answer: C

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