700-801^{Q&As}

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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 anduntapped 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 fourthsolution?

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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