



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

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 2

According to Cisco surveys, which option do Operations Product Managers care most about?

- A. enhancing the customer experience, increasing workforce diversity, and improving the firm's public relations.
- B. improving operational efficiency, improving profitability, and enhancing the quality of goods and services.
- C. increasing revenue growth, creating new products, and launching a new marketing campaign.
- D. upgrading plant or factory safety and security, launching a new marketing campaign, and improving operational efficiency.

Correct Answer: B

QUESTION 3

Which two options are Cisco Connected City solutions? (Choose two)

- A. Workspaces (Smart Spaces and REGS).
- B. SCC Infrastructure Management.
- C. Connected Public Parks.
- D. Connected Environment and Sustainability

Correct Answer: AB

QUESTION 4

Which four options are Cisco Connected Transportation solutions? (Choose four.)

- A. Connected Raceway



- B. Connected Motorcycles
- C. Connected Trackside
- D. Connected Train
- E. Connected stations
- F. Connected Roadways

Correct Answer: CDEF

QUESTION 5

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

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