



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

How does the Cisco Internet of things solutions make customers safer?

- A. Installing day-and-night video surveillance.
- B. Eliminating the use of dangerous machines.
- C. Mandating training and safety courses for all employees.
- D. Increasing the amount of safety and protective equipment.

Correct Answer: A

QUESTION 2

What is the total value and breakdown of the value at stake for the Internet of Everything?

- A. \$19 Trillion: \$14.4 Trillion private sector, \$4.6 Trillion public sector.
- B. \$9 Trillion: \$6.2 Trillion private sector, \$2.8 Trillion public sector
- C. \$9 Trillion: \$2.8 Trillion private sector, \$6.2 Trillion public sector
- D. \$19 Trillion: \$4.6 Trillion private sector, \$14.4 Trillion public sector

Correct Answer: A

QUESTION 3

Three of the Cisco Connected Oil and Gas solutions are: Connected Refinery, Secure Ops, and oilfield. Which option is the fourth solution?

- A. Connected pipeline.
- B. Connected Data
- C. Connected Mining
- D. Connected Tram

Correct Answer: A

QUESTION 4

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 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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