



700-801^{Q&As}

IoT Sales Fundamentals

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**QUESTION 1**

Triggering events can signal an IoT opportunity. Which two options are examples of triggering events that are caused by an upgrade? (Choose 2)

- A. A restaurant wishes to hire new staff.
- B. A driller purchases new equipment.
- C. A city wants to rename its parks.
- D. A company commits to increasing operational capacity.

Correct Answer: BD

QUESTION 2

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 3

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 4

Which two options are challenges to delivering data efficiently into the cloud? (Choose two.)



- A. Information is demanded quickly and in large quantities.
- B. The fog blocks some data from entering the cloud.
- C. Bandwidth is not accessible from all entering the cloud.
- D. The cloud is not accessible from all locations.

Correct Answer: AC

QUESTION 5

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

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