700-801^{Q&As}

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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 fourthsolution?

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 allentering 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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