



700-801^{Q&As}

IoT Sales Fundamentals

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**QUESTION 1**

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 2

Triggering events can signal an IOT opportunity. Which two options are examples of triggering events that are related to new construction? (Choose two).

- A. Workers are on strike so temporary workers have been brought in.
- B. A manufacturing plant is adding a new warehouse.
- C. A company wants to change its logo.
- D. City construction is booming.

Correct Answer: BD

QUESTION 3

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 4

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 5

Two of the Cisco Connected Mining solutions are: Asset Visibility and Monitoring and Connected Remote Operations. Which two options are the other solutions?

- A. Connected Worker
- B. Connected Extraction
- C. Secure Ops
- D. Connected Predictive Maintenance

Correct Answer: CD

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