



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

Which option is an important focus of the utilities industry?

- A. Grid upkeep
- B. Reducing the impact of congestion on operations
- C. Increasing the frequency of truck rolls.
- D. Privatizing the utilities industry

Correct Answer: A

QUESTION 2

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 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



According to Cisco surveys, which option concerns Heads of Safety and Security the most?

- A. minimizing asset depreciation, creating a more welcoming workplace environment, and increasing workplace diversity.
- B. minimizing cyber security threats, improving worker safety, and creating a better internship program.
- C. reducing the cost of safety and security measures, decreasing the environmental impact of operations, and improving worker incentives.
- D. increasing the availability of security, improving plant and worker safety, and facilitating the use of security products and processes.

Correct Answer: D

QUESTION 5

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

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