



700-801^{Q&As}

IoT Sales Fundamentals

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**QUESTION 1**

Three of the Cisco Connected Factory solutions are: Connected Factory Automation, Connected factory wireless, and connected factory security which option is the fourth solution?

- A. Connected Factory Cloud.
- B. Connected Factory Energy Management.
- C. Connected Factory Outlets.
- D. Connected Factory Pipelines.

Correct Answer: B

QUESTION 2

Which benefit can an oil and gas company receive from the Cisco internet of things?

- A. Faster theft and leak detection.
- B. Greater collaboration among international oil and gas companies.
- C. Increased demand of oil and gas.
- D. Less competition with alternative energies.

Correct Answer: A

QUESTION 3

Which option describes the idea behind the fog data in motion?

- A. Data gets caught in the fog and is unable to reach the cloud.
- B. Data is constantly being sent back and forth between the cloud and devices.
- C. Data is continuously sent to the edge to be analyzed for relevant information.
- D. Data goes through continuous analysis to provide key insights.

Correct Answer: C

QUESTION 4

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 5

According to Cisco surveys, which option do IT Directors care most about?

- A. Increasing plant and facility safety, creating a more welcoming office atmosphere, and optimizing delivery channels.
- B. Reducing labor costs, improving the firm's internship program, and upgrading security.
- C. Optimizing delivery channels, improving the client experience, and upgrading security.
- D. Improving operational efficiency improving the company's data filing system and increasing workplace diversity.

Correct Answer: C

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