



# 700-801<sup>Q&As</sup>

IoT Sales Fundamentals

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**QUESTION 1**

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

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**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

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**QUESTION 3**

Which option is one of the primary benefits of transforming the Cisco Internet of Things data into intelligence and action within the cloud?

- A. more globalized policy management
- B. greater worker satisfaction.
- C. A facilitated training program for new hires.
- D. Greater insight into trends across the business.

Correct Answer: D

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**QUESTION 4**



Which option does Cisco IOx enable that benefits the utilities industry?

- A. less strict regulations.
- B. greater worker involvement in bringing additional transformers online when loads increase.
- C. solar power.
- D. increased speed of notifications when transformers change behavior.

Correct Answer: D

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#### QUESTION 5

Which invention is the Cisco Internet of Things often compared to?

- A. compact discs
- B. the cotton gin
- C. the light bulb
- D. the toaster oven

Correct Answer: C

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