



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

What is a primary benefit of mobility as part of the Internet of Everything?

- A. minimizing cyber security threats.
- B. directly increasing the availability of big data.
- C. making information available anytime, anywhere.
- D. increasing worker safety.

Correct Answer: C

QUESTION 2

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 3

Which benefit can the transportation industry receive from the Cisco Internet of Things?

- A. cleaner and more comfortable mass transit.
- B. reduced congestion
- C. faster commercial vehicles
- D. greater public access to port shipping

Correct Answer: B

QUESTION 4

Which option is one of the benefits of Cisco IOxto customers in the transportation industry?

- A. increased use of sustainable energies for transportation.
- B. fail-safe collision avoidance.



- C. increased number of commercial flights.
- D. less worker time spent in hazardous locations.

Correct Answer: B

QUESTION 5

Manufacturers face a constantly changing economy and a continuous desire to reduce costs. What can manufacturers use the Cisco internet of things to do?

- A. Increase the number of active onsite workers.
- B. Improve their company marketing approach.
- C. Increase visibility into operations.
- D. Maintain use of traditional manufacturing practices.

Correct Answer: C

QUESTION 6

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

QUESTION 7

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



QUESTION 8

Of the four primary components of the customers install base, which component is the most significant and untapped opportunity?

- A. Commercial/SMB
- B. service providers
- C. the public sector
- D. enterprise

Correct Answer: A

QUESTION 9

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 10

Which steps Cisco recommended to sell Cisco internet of things solutions?

- A. Hire new sales team leaders.
- B. Understand the new technology that the Cisco internet of things has to offer.
- C. Start your sales process with cold calls.
- D. Focus selling on the IT department.

Correct Answer: B

QUESTION 11

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 12

Which option describes the relationship between IT and OT budgets?

- A. IT and OT budgets are growing at about the same rate.
- B. OT budgets are growing faster than IT budgets.
- C. IT budgets are growing faster than OT budgets.
- D. Both are shrinking at the roughly the same rate.

Correct Answer: B

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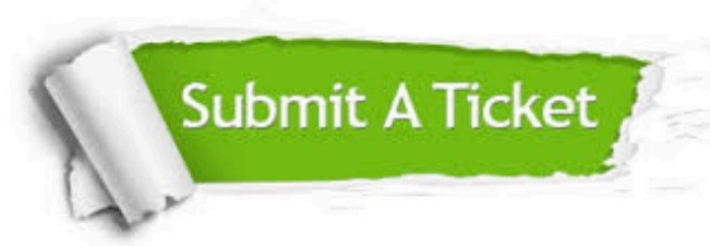
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