



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

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 2

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 3

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 4

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 5

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

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