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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

Triggeringevents 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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