



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

IoT Sales Fundamentals

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#### QUESTION 1

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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#### QUESTION 2

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

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#### QUESTION 3

Which two solutions are part of the Cisco internet of Things safety and security portfolio? (Choose two)

- A. financial security
- B. personal security
- C. cyber security
- D. physical security

Correct Answer: CD

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#### QUESTION 4

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 5

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

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