700-801^{Q&As}

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IoT Sales Fundamentals

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QUESTION 1

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 2

What can workers in the manufacturing industry do now as a direct result of Cisco IOx?

A. Increase their firm\\'s global relevance.

B. Expand their company\\'s marketing initiatives.

C. Receive earlier notification of an approaching peak or Reduce worker time spent in hold of operation.

D. Reduce worker time spent in manufacturing plants.

Correct Answer: C

QUESTION 3

According to Cisco surveys, which option do Operations Product Managers care most about?

A. enhancing the customer experience, increasing workforce diversity, and improving the firm\\'s public relations.

B. improving operational efficiency, improving profitability, and enhancing the quality of goods and services.

C. increasing revenue growth, creating new products, and launching a new marketing campaign.

D. upgrading plant or factory safety and security, launching a new marketing campaign, and improving operationalefficiency.

Correct Answer: B

QUESTION 4

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 5

In addition to its exceptional network, what does working with Cisco also provide with?

A. Regionally-tailored product and offerings.

B. A new approach to customer service.

C. Facilitated mergers with IT-focused companies.

D. Outstanding source code.

Correct Answer: D

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