



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

Two of the Cisco Connected Mining solutions are: Asset Visibility and Monitoring and Connected Remote Operations. Which two options are the other solutions?

- A. Connected Worker
- B. Connected Extraction
- C. Secure Ops
- D. Connected Predictive Maintenance

Correct Answer: CD

QUESTION 2

According to Cisco surveys, which option do IT Directors care most about?

- A. Increasing plant and facility safety, creating a more welcoming office atmosphere, and optimizing delivery channels.
- B. Reducing labor costs, improving the firm's internship program, and upgrading security.
- C. Optimizing delivery channels, improving the client experience, and upgrading security.
- D. Improving operational efficiency improving the company's data filing system and increasing workplace diversity.

Correct Answer: C

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

QUESTION 4

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 5

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

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