



# 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

Which option describes the relationship between IT and OT budgets?

- A. IT and OT budgets are growing at about the same rate.
- B. OT budgets are growing faster than IT budgets.
- C. IT budgets are growing faster than OT budgets.
- D. Both are shrinking at the roughly the same rate.

Correct Answer: B

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#### QUESTION 3

In one case study in which Yarra Tram installed 91000 data points on its tram, Cisco improved day to-day tram operations and passenger experiences. Which two things achieved these improvements?(Choose two)

- A. Minimizing labor costs.
- B. Upgrading real-time device management.
- C. Increasing asset tracking.
- D. Improving cyber security.
- E. Establishing better worker-to-worker communication.

Correct Answer: BC

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#### QUESTION 4

Three of the Cisco Connected Oil and Gas solutions are: Connected Refinery, Secure Ops, and oilfield. Which option is the fourth solution?



- A. Connected pipeline.
- B. Connected Data
- C. Connected Mining
- D. Connected Tram

Correct Answer: A

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#### QUESTION 5

Which option is one of the primary challenges that customers face with the increasing amount of data that is generated by connected devices?

- A. establishing which employees get to use the data
- B. transforming the data into meaningful insight
- C. not enough workers to analyze the data
- D. accumulate rig worker-relate a data

Correct Answer: B

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