

700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

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

QUESTION 2

Which four options are Cisco Connected Transportation solutions? (Choose four.)

- A. Connected Raceway
- B. Connected Motorcycles
- C. Connected Trackside
- D. Connected Train
- E. Connected stations
- F. Connected Roadways

Correct Answer: CDEF

QUESTION 3

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 4



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Which	invention	is the	Cisco	Internet of	Thinas	often	compared	to?

- A. compact discs
- B. the cotton gin
- C. the light bulb
- D. the toaster oven

Correct Answer: C

QUESTION 5

Three of the Cisco Connected Utilities solutions are: Connected Mobile Field, Connected AMI, and Connected Distribution Automation. Which option is the fourthsolution?

- A. Connected Roadways
- B. Connected Vehicle
- C. Connected Substation
- D. Connected Alternative Energy

Correct Answer: C

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