



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

Which two options are Cisco Connected City solutions? (Choose two)

- A. Workspaces (Smart Spaces and REGS).
- B. SCC Infrastructure Management.
- C. Connected Public Parks.
- D. Connected Environment and Sustainability

Correct Answer: AB

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

Triggering events can signal an IoT opportunity. Which two options are examples of triggering events that are caused by an upgrade? (Choose 2)

- A. A restaurant wishes to hire new staff.
- B. A driller purchases new equipment.
- C. A city wants to rename its parks.
- D. A company commits to increasing operational capacity.

Correct Answer: BD

QUESTION 4

Triggering events can signal an IOT opportunity. Which two options are examples of triggering events that are caused by expansions? (Choose two).

- A. A company purchases a new fleet.



- B. A city is awarded a grant to implement new traffic management.
- C. A city wants a faster bus service system.
- D. A company created a new filing system.

Correct Answer: AB

QUESTION 5

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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