



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

Manufacturers face a constantly changing economy and a continuous desire to reduce costs. What can manufacturers use the Cisco internet of things to do?

- A. Increase the number of active onsite workers.
- B. Improve their company marketing approach.
- C. Increase visibility into operations.
- D. Maintain use of traditional manufacturing practices.

Correct Answer: C

QUESTION 2

Which three solutions are part of the Cisco internet of Things application portfolio? (Choose three.)

- A. Fog/Edge (IOX)
- B. Data center
- C. IaaS
- D. PaaS/Cloud (DSX)
- E. Management and Analytics

Correct Answer: ADE

QUESTION 3

Which option best describes the relationship between the cloud and the fog?

- A. Data is sent first to the cloud and then to the fog.
- B. Data is stored in the fog, but not in the cloud.
- C. The fog stores data in the network edge that may or may not be sent to the cloud.
- D. The fog is replacing the cloud.

Correct Answer: C

QUESTION 4

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 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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