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IoT Sales Fundamentals

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QUESTION 1

What is the first step that is recommended by Cisco in the execution timeline for the Cisco internet of things?

A. Evaluate your company\\'s strengths and skills.

B. Look for triggering business events.

C. Conduct sales calls.

D. Call your Cisco partner Account Manager.

Correct Answer: A

QUESTION 2

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

A. Connected Roadways

B. Connected Vehicle

C. Connected Substation

D. Connected Alternative Energy

Correct Answer: C

QUESTION 3

How does the Cisco Internet of things solutions make customers safer?

A. Installing day-and-night video surveillance.

B. Eliminating the use of dangerous machines.

C. Mandating training and safety courses for all employees.

D. Increasing the amount of safety and protective equipment.

Correct Answer: A

QUESTION 4

Which option does Cisco IOx enable that benefits the utilities industry?

A. less strict regulations.

B. greater worker involvement in bringing additional transformers online when loads increase.

C. solar power.

D. increased speed of notifications when transformers change behavior.

Correct Answer: D

QUESTION 5

Of the four primary components of the customers install base, which component is the most significant anduntapped opportunity?

A. Commercial/SMB

B. service providers

C. the public sector

D. enterprise

Correct Answer: A

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