



700-801^{Q&As}

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 and untapped opportunity?

- A. Commercial/SMB
- B. service providers
- C. the public sector
- D. enterprise

Correct Answer: A

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