



# 700-801<sup>Q&As</sup>

IoT Sales Fundamentals

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### QUESTION 1

Two of the Cisco Connected Mining solutions are: Asset Visibility and Monitoring and Connected Remote Operations. Which two options are the other solutions?

- A. Connected Worker
- B. Connected Extraction
- C. Secure Ops
- D. Connected Predictive Maintenance

Correct Answer: CD

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### QUESTION 2

What can workers in the manufacturing industry do now as a direct result of Cisco IOx?

- A. Increase their firm's global relevance.
- B. Expand their company's marketing initiatives.
- C. Receive earlier notification of an approaching peak or Reduce worker time spent in hold of operation.
- D. Reduce worker time spent in manufacturing plants.

Correct Answer: C

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### QUESTION 3

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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### QUESTION 4

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

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#### QUESTION 5

According to Cisco surveys, which option concerns Heads of Safety and Security the most?

- A. minimizing asset depreciation, creating a more welcoming workplace environment, and increasing workplace diversity.
- B. minimizing cyber security threats, improving worker safety, and creating a better internship program.
- C. reducing the cost of safety and security measures, decreasing the environmental impact of operations, and improving worker incentives.
- D. increasing the availability of security, improving plant and worker safety, and facilitating the use of security products and processes.

Correct Answer: D

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