



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

In one Cisco internet of Things case study, which option describes how petrobel oil reduced downtime?

- A. launching a new marketing campaign.
- B. installing an intelligent rig and Connected Oilfield.
- C. refurbishing old machines.
- D. hiring onsite experts to monitor performance.

Correct Answer: B

QUESTION 2

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 3

Which two solutions are part of the Cisco internet of Things safety and security portfolio? (Choose two)

- A. financial security
- B. personal security
- C. cyber security
- D. physical security

Correct Answer: CD

QUESTION 4

Which option describes the idea behind the fog data in motion?

- A. Data gets caught in the fog and is unable to reach the cloud.



- B. Data is constantly being sent back and forth between the cloud and devices.
- C. Data is continuously sent to the edge to be analyzed for relevant information.
- D. Data goes through continuous analysis to provide key insights.

Correct Answer: C

QUESTION 5

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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