



Cisco

Exam 700-801

IoT Sales Fundamentals Exam

Version: 6.0

[Total Questions: 39]

Question No : 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

Answer: C,D

Question No : 2

According to Cisco surveys, which option do IT Directors care most about?

- A. Increasing plant and facility safety, creating a more welcoming office atmosphere, and optimizing delivery channels.
- B. Reducing labor costs, improving the firm's internship program, and upgrading security.
- C. Optimizing delivery channels, improving the client experience, and upgrading security.
- D. Improving operational efficiency improving the company's data filing system and increasing workplace diversity.

Answer: C

Question No : 3

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.

Answer: D

Question No : 4

Which option is one of the primary benefits of transforming the Cisco Internet of Things data into intelligence and action within the cloud?

- A. more globalized policy management
- B. greater worker satisfaction.
- C. A facilitated training program for new hires.
- D. Greater insight into trends across the business.

Answer: D

Question No : 5

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

Answer: C

Question No : 6

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

Answer: A

Question No : 7

Which option describes the relationship between IT and OT budgets?

- A. IT and OT budgets are growing at about the same rate.
- B. OT budgets are growing faster than IT budgets.
- C. IT budgets are growing faster than OT budgets.
- D. Both are shrinking at the roughly the same rate.

Answer: B

Question No : 8

According to Cisco surveys, which option do Operations Product Managers care most about?

- A. enhancing the customer experience, increasing workforce diversity, and improving the firm's public relations.
- B. improving operational efficiency, improving profitability, and enhancing the quality of goods and services.
- C. increasing revenue growth, creating new products, and launching a new marketing campaign.
- D. upgrading plant or factory safety and security, launching a new marketing campaign, and improving operational efficiency.

Answer: B

Question No : 9

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.

Answer: A

Question No : 10

Three of the Cisco Connected Factory solutions are: Connected Factory Automation, Connected factory wireless, and connected factory security which option is the fourth solution?

- A. Connected Factory Cloud.
- B. Connected Factory Energy Management.
- C. Connected Factory Outlets.
- D. Connected Factory Pipelines.

Answer: B

Question No : 11

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.

Answer: C

Question No : 12

Triggering events can signal an IoT opportunity. Which two options are examples of triggering events that are related to new construction? (Choose two).

- A. Workers are on strike so temporary workers have been brought in.
- B. A manufacturing plant is adding a new warehouse.

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