



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

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 roughly the same rate.

Correct Answer: B

QUESTION 2

Which option best describes the relationship between the cloud and the fog?

- A. Data is sent first to the cloud and then to the fog.
- B. Data is stored in the fog, but not in the cloud.
- C. The fog stores data in the network edge that may or may not be sent to the cloud.
- D. The fog is replacing the cloud.

Correct Answer: C

QUESTION 3

Which benefit can an oil and gas company receive from the Cisco internet of things?

- A. Faster theft and leak detection.
- B. Greater collaboration among international oil and gas companies.
- C. Increased demand of oil and gas.
- D. Less competition with alternative energies.

Correct Answer: A

QUESTION 4

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 5

Which invention is the Cisco Internet of Things often compared to?

- A. compact discs
- B. the cotton gin
- C. the light bulb
- D. the toaster oven

Correct Answer: C

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