

700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

In one case study in which Yarra Tram installed 91000 data points on its tram, Cisco improved day to-day tram operations and passenger experiences. Which two things achieved these improvements? (Choose two)

- A. Minimizing labor costs.
- B. Upgrading real-time device management.
- C. Increasing asset tracking.
- D. Improving cyber security.
- E. Establishing better worker-to-worker communication.

Correct Answer: BC

QUESTION 2

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 3

What is the total value and breakdown of the value at stake for the Internet of Everything?

- A. \$19 Trillion: \$14.4 Trillion private sector, \$4.6 Trillion public sector.
- B. \$9 Trillion: \$6.2 Trillion private sector, \$2.8 Trillion public sector
- C. \$9 Trillion: \$2.8 Trillion private sector, \$6.2 Trillion public sector
- D. \$19 Trillion: \$4.6 Trillion private sector, \$14.4 Trillion public sector

Correct Answer: A

QUESTION 4

Which two options are Cisco Connected City solutions? (Choose two)



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- A. Workspaces (Smart Spaces and REGS).
- B. SCC Infrastructure Management.
- C. Connected Public Parks.
- D. Connected Environment and Sustainability

Correct Answer: AB

QUESTION 5

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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