



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

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 2

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.

Correct Answer: B

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

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.

Correct Answer: C

QUESTION 5

Which benefit can a city gain from the Cisco internet of Things?

- A. Lower poverty rates of citizens
- B. More community-focused events
- C. Minimized effects of global warming
- D. Shortened time for EMS response.

Correct Answer: D

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