



700-801^{Q&As}

IoT Sales Fundamentals

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QUESTION 1

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 2

Three of the Cisco Connected Oil and Gas solutions are: Connected Refinery, Secure Ops, and oilfield. Which option is the fourth solution?

- A. Connected pipeline.
- B. Connected Data
- C. Connected Mining
- D. Connected Tram

Correct Answer: A

QUESTION 3

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.
- C. A company wants to change its logo.
- D. City construction is booming.

Correct Answer: BD

QUESTION 4

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 5

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

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