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IoT Sales Fundamentals

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QUESTION 1

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

Correct Answer: A

QUESTION 2

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 3

How does the Cisco Internet of things solutions make customers safer?

A. Installing day-and-night video surveillance.

B. Eliminating the use of dangerous machines.

C. Mandating training and safety courses for all employees.

D. Increasing the amount of safety and protective equipment.

Correct Answer: A

QUESTION 4

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 operationalefficiency.

Correct Answer: B

QUESTION 5

What is the first step that is recommended by Cisco in theexecution 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

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