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IoT Sales Fundamentals Exam

Cisco 700-801

Version Demo

Total Demo Questions: 5

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QUESTION NO: 1

Which option is one of the primary benefits of transforming the Cisco Internet of Things data into intelligence and action within the cloud?

A. more globalized policy management

B. greater worker satisfaction.

C. A facilitated training program for new hires.

D. Greater insight into trends across the business.

ANSWER: D

QUESTION NO: 2

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

ANSWER: C D

QUESTION NO: 3

Of the four primary components of the customers install base, which component is the most significant and untapped opportunity?

A. Commercial /SMB

B. service providers

C. the public sector

D. enterprise

ANSWER: A

QUESTION NO: 4

Two of the Cisco Connected Mining solutions are: Asset Visibility and Monitoring and Connected Remote Operations. Which two options are the other solutions?

A. Connected Worker

B. Connected Extraction

C. Secure Ops

D. Connected Predictive Maintenance

ANSWER: C D

QUESTION NO: 5

Which steps Cisco recommended to sell Cisco internet of things solutions?

A. Hire new sales team leaders.

B. Understand the new technology that the Cisco internet of things has to offer.

C. Start your sales process with cold calls.

D. Focus selling on the IT department.

ANSWER: B