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Vendor:Cisco

Exam Code:700-801

Exam Name:IoT Sales Fundamentals

Version:Demo

QUESTION 1

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

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

Correct Answer: AB

QUESTION 2

Over the next decade, how much revenue is the Cisco Internet of Things expected to offer by connecting devices worldwide?

- A. \$7.4 Trillion
- B. \$435 Million
- C. \$4.6 Million
- D. \$19.6 Billion

Correct Answer: A

QUESTION 3

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 4

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.

Correct Answer: D

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

QUESTION 6

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 7

Three of the Cisco Connected Factory solutions are: Connected Factory Automation, Connected factory wireless, and connected factory security which option is the fourth solution?

- A. Connected Factory Cloud.
- B. Connected Factory Energy Management.
- C. Connected Factory Outlets.

D. Connected Factory Pipelines.

Correct Answer: B

QUESTION 8

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 9

In addition to its exceptional network, what does working with Cisco also provide with?

- A. Regionally-tailored product and offerings.
- B. A new approach to customer service.
- C. Facilitated mergers with IT-focused companies.
- D. Outstanding source code.

Correct Answer: D

QUESTION 10

Which option does Cisco IOx enable that benefits the utilities industry?

- A. less strict regulations.
- B. greater worker involvement in bringing additional transformers online when loads increase.
- C. solar power.
- D. increased speed of notifications when transformers change behavior.

Correct Answer: D

QUESTION 11

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 operational efficiency.

Correct Answer: B

QUESTION 12

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

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