



**Vendor:** Cisco

**Exam Code:** 700-801

**Exam Name:** IoT Sales Fundamentals

**Version:** DEMO

**QUESTION 1**

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**

**QUESTION 2**

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.

**Answer: B**

**QUESTION 3**

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.

**Answer: B**

**QUESTION 4**

Which option describes the relationship between IT and OT budgets?

- A. ITand 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 al the roughly the same rate.

**Answer: B**

**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.

**Answer: B**

**QUESTION 6**

Which option is one of the benefits of Cisco IOxto customers in the transportation industry?

- A. increased use of sustainable energies for transportation.
- B. fail-safe collision avoidance.
- C. increased number of commercial flights.
- D. less worker time spent in hazardous locations.

**Answer: B**

**QUESTION 7**

Which option best describes the relationship between the cloud and the fog?

- A. Data is sent first to the cloud and then to the fog.
- B. Data is stored in the fog, but not in the cloud.
- C. The fog stores data in the network edge that may or may not be sent to the cloud.
- D. The fog is replacing the cloud.

**Answer: C**

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