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IoT Sales Fundamentals Exam

Cisco 700-801

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QUESTION NO: 1

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: 2

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: 3

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 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 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