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**Exam : 700-801**

**Title : IoT Sales Fundamentals**

**Version : DEMO**

- 1.What can workers in the manufacturing industry do now as a direct result of Cisco IOx?
- A.Increase their firm's global relevance.
  - B.Expand their company's marketing initiatives.
  - C.Receive earlier notification of an approaching peak or Reduce worker time spent in hold of operation.
  - D.Reduce worker time spent in manufacturing plants.

**Answer: C**

- 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

**Answer: A**

- 3.Three of the Cisco Connected Utilities solutions are: Connected Mobile Field, Connected AMI, and Connected Distribution Automation. Which option is the fourth solution?

- A.Connected Roadways
- B.Connected Vehicle
- C.Connected Substation
- D.Connected Alternative Energy

**Answer: C**

- 4.According to Cisco surveys, which option do IT Directors care most about?

- A.Increasing plant and facility safety, creating a more welcoming office atmosphere, and optimizing delivery channels.
- B.Reducing labor costs ,improving the firm's internship program, and upgrading security.
- C.Optimizing delivery channels, improving the client experience, and upgrading security.
- D.Improving operational efficiency improving the company's data filing system and increasing workplace diversity.

**Answer: C**

- 5.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**