DUMPSBOSS.COM

# IoT Sales Fundamentals Exam

## Cisco 700-801

## Version Demo

**Total Demo Questions: 5**

**Total Premium Questions: 39**

**Buy Premium PDF**

https://dumpsboss.com

support@dumpsboss.com

**QUESTION NO: 1**

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: 2**

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: 3**

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: 4**

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: 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**

DUMPSBOSS.COM