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IoT Sales Fundamentals Exam

Cisco 700-801

Version Demo

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Topic Break Down

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Topic 1, IoT Fundamentals	12
Topic 2, IoT Market	30
Topic 3, Cisco IoT Solutions	34
Total	76

QUESTION NO: 1

Which option describes the idea behind the fog data in motion?

A. Data gets caught in the fog and is unable to reach thecloud.

B. Data is constantly being sent back and forthbetween the cloud and devices.

C. Data is continuously sent to the edge to be analyzedfor relevant information.

D. Data goes through continuous analysis to provide key insights.

ANSWER: C

Explanation:

Data is continuously sent to the edge to be analyzed for relevant information. Fog computing places compute, storage, and networking capabilities close to IoT devices and the point where data is generated. This supports the “data in motion” concept: streaming sensor and operational data can be processed as it travels through the network, rather than waiting for all raw data to reach a centralized cloud platform. Edge or fog nodes can rapidly filter, correlate, and analyze the incoming stream to identify information that matters to the business or operational process. Relevant results, alerts, summaries, or selected records can then be forwarded to cloud applications for longer-term storage, broader analytics, and reporting. This distributed approach is particularly valuable for IoT deployments that require low latency, local responsiveness, efficient use of WAN bandwidth, and reliable operation when cloud connectivity is constrained. Cisco describes fog computing as extending cloud capabilities closer to the network edge, where data is produced and acted on. See Cisco: What Is Fog Computing? and Cisco Internet of Things overview.

QUESTION NO: 2

Which two outcomes can IoT data analytics help a manufacturer achieve? (Choose two.)

A. Identifying production bottlenecks.

B. Detecting abnormal equipment behavior.

C. Increasing the number of manual inspections.

D. Eliminating the need for operational security.

ANSWER: A B

Explanation:

Identifying production bottlenecks and **detecting abnormal equipment behavior** are correct. Connected machines, sensors, and operational systems generate data that can be analyzed to reveal process constraints, equipment-performance changes, and conditions requiring attention. These insights allow manufacturers to improve throughput, reduce unplanned downtime, and make better-informed operational decisions.

IoT analytics does not automatically increase the number of manual inspections or remove the need for secure operational processes. Cisco describes industrial IoT as a way to connect industrial assets and use operational data to improve visibility and outcomes in its Manufacturing Solutions overview.

QUESTION NO: 3

Triggering events can signal an IOT opportunity. Which two options are examples of triggering events that are caused by expansions? (Choose two).

A. A company purchases a new fleet.

B. A city is awarded a grant to implement new traffic management.

C. A city wants a faster bus service system.

D. A company created a new filing system.

ANSWER: A B

Explanation:

An expansion trigger occurs when an organization increases the scale, capacity, or scope of its operations and therefore has a new need for connected infrastructure, visibility, automation, or data-driven management. “A company purchases a new fleet” is an expansion event because adding vehicles increases the number of mobile assets to operate, monitor, maintain, and secure. This creates an IoT sales opportunity for fleet connectivity, telematics, location tracking, vehicle health monitoring, and operational analytics. Cisco describes IoT as connecting previously unconnected assets and using the resulting data to improve operational outcomes; fleet growth is a clear example of an expanding asset base that can benefit from those capabilities. See Cisco Internet of Things overview.

“A city is awarded a grant to implement new traffic management” is also expansion-driven because the awarded funding enables the city to add or broaden traffic-management capabilities. A new smart-traffic initiative commonly requires connected intersections, sensors, cameras, networking, edge processing, and centralized management. The grant represents a concrete change in budget and project scope, making it a timely trigger for engagement about an IoT solution. Cisco’s smart-city resources describe how connected infrastructure and data can support transportation and city operations: Cisco Smart Connected Communities.

QUESTION NO: 4

Triggering events can signal an IoT opportunity. Which two options are examples of triggering events that are caused by an upgrade? (Choose 2)

A. A restaurant wishes to hire new staff.

B. A driller purchases new equipment.

C. A city wants to rename its parks.

D. A company commits to increasing operational capacity.

ANSWER: B D

Explanation:

A driller purchases new equipment. is an upgrade-driven triggering event because new drilling assets commonly introduce a need to connect equipment, collect machine telemetry, monitor utilization and condition, and integrate operational data into existing workflows. The equipment purchase creates a defined point at which IoT capabilities can be designed into the operation rather than added later. Connected industrial assets can provide visibility that supports maintenance, safety, and more informed operational decisions.

A company commits to increasing operational capacity. is also an upgrade-driven trigger because scaling production, services, or facilities normally requires modernization of the systems used to manage a larger volume of assets, activity, and data. IoT can help the organization instrument the expanded environment, automate monitoring, improve resource use, and maintain consistent performance as operations grow. Cisco describes industrial IoT as connecting operational assets and data to improve visibility, efficiency, and resilience, making equipment modernization and capacity expansion meaningful occasions to begin an IoT conversation. See Cisco Industrial IoT and Cisco Internet of Things overview.

QUESTION NO: 5

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

Explanation:

The fog stores data in the network edge that may or may not be sent to the cloud. Fog computing extends cloud capabilities closer to where IoT devices, sensors, and operational systems generate data. Rather than requiring every event or data stream to traverse a wide-area network to a centralized cloud service, fog nodes can collect, process, analyze, and retain data locally at or near the edge. This proximity supports low-latency decisions, reduces bandwidth consumption, and allows operations to continue when cloud connectivity is constrained or temporarily unavailable.

Cloud and fog therefore work as complementary layers. Fog infrastructure handles time-sensitive or locally relevant processing, while selected data can be forwarded to the cloud for centralized storage, longer-term analytics, model training, reporting, fleet-wide visibility, and integration with enterprise applications. Whether data is sent onward depends on business rules, data value, retention requirements, connectivity, and the required response time. Cisco describes fog computing as bringing cloud computing capabilities closer to the data source, while the OpenFog reference architecture similarly identifies fog as a distributed layer between edge devices and cloud resources. See Cisco's Fog Computing overview and the OpenFog Reference Architecture.

QUESTION NO: 6

Which benefit can the transportation industry receive from the Cisco Internet of Things?

A. cleaner and more comfortable mass transit.

B. reduced congestion

C. faster commercial vehicles

D. greater public access to port shipping

ANSWER: B

Explanation:

Reduced congestion is a core transportation outcome enabled by Cisco Internet of Things solutions. IoT connects traffic signals, roadway sensors, cameras, parking systems, public-transit assets, and connected vehicles to a secure network. These devices produce real-time operational data, allowing transportation agencies and operators to identify traffic buildup, detect incidents, monitor road conditions, and adjust signal timing or traveler information dynamically. With this visibility, traffic can be managed proactively rather than only after delays have become widespread.

Cisco's IoT approach supports the secure collection, transport, and analysis of data from distributed edge devices. In a transportation setting, this can help optimize traffic flow across intersections and corridors, improve incident response, and give travelers timely routing or transit information. The result is more efficient use of existing road infrastructure, shorter delays, and a better overall mobility experience without necessarily requiring new road capacity. Cisco identifies transportation as an IoT use case in which connected infrastructure and data-driven operations can improve efficiency and mobility. See Cisco's Internet of Things overview and its transportation solutions for additional context.

QUESTION NO: 7

A utility wants to reduce the number of unnecessary field visits to inspect distributed equipment. Which IoT benefit best addresses this objective?

A. Remote monitoring of equipment condition.

B. Increasing routine inspections of every asset.

C. Removing communications from substations.

D. Reducing access to operational data.

ANSWER: A

Explanation:

Remote monitoring best addresses this objective because connected sensors and industrial networks can provide timely information about equipment status and operating conditions. Field teams can use this visibility to determine which assets require attention and prioritize visits accordingly. This can improve workforce efficiency while helping maintain the reliability of distributed utility infrastructure. Cisco utilities solutions use secure connectivity to help modernize and monitor grid operations. See Cisco Utilities Solutions.