



Cisco

700-201 Exam

Selling Cisco SP Optical

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Question: 1

If you were focusing on the IP-over-DWDM value proposition for integrated optics, which application area would you be selling Cisco NCS products into?

- A. Private Optical Networks
- B. Converged Transport Core
- C. Converged Metro
- D. Data Center Interconnect
- E. Router installed Based

Answer: E

Question: 2

Which three options are the three core components that encompass Cisco light technology? (choose three)

- A. nLight control plane
- B. nlight Multiplexes /Demultiplexers
- C. nLight Silicon
- D. nLight optical processers
- E. nLight control cards
- F. nLight ROADM

Answer: A,C,F

Question: 3

Which option is a valid reason for selling Cisco Optical products'?

- A. The technical requirements for large optical networks are low.
- B. The sales cycle of most optical deals is short.
- C. The life span of optical hardware tends to be long.
- D. LAN traffic continues to increase in volume.

Answer: C

Question: 4

In which three areas of the network are you likely to find optical applications'? (Choose three)

- A. access
- B. short haul services
- C. metro/aggregation

- D. private enterprise
- E. government/federal
- F. long haul/core

Answer: A,C,F

Question: 5

Which three options are the three main characteristics in the Cisco Value Proposition for selling Cisco Optical products? (Choose three)

- A. network convergence
- B. processing convergence
- C. design convergence
- D. functional convergence
- E. operational convergence
- F. logical convergence

Answer: D,E,F

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