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Exam : **700-201**

Title : Selling Cisco SP Optical

Version : Demo

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

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

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