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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**