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Exam : **700-201**

Title : **Selling Cisco SP Optical**

Vendor : **Cisco**

Version : **DEMO**

NO.1 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

NO.2 If you were focusing on converged, agile services, which application area would you be selling Cisco NCS products into?

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

Answer: D

NO.3 What is the maximum throughput of the Cisco NCS 4016 chassis?

- A. 5.0 Tb
- B. Tb
- C. 500 Gb
- D. 1.8 Tb
- E. 3.2 Tb
- F. 10.0 Tb

Answer: E

NO.4 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