

# Cisco

## 700-201 Exam

Selling Cisco SP Optical

**Questions & Answers**  
**Demo**

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**Question: 1**

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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

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**Answer: E**

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**Question: 2**

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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

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**Answer: A,C,F**

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**Question: 3**

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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.

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**Answer: C**

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**Question: 4**

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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

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**Answer: A,C,F**

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**Question: 5**

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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

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**Answer: D,E,F**

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