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The Huawei H19-102_V2.0 exam is divided into two parts: the theoretical exam and the practical exam. The theoretical exam consists of 60 multiple-choice questions, which must be completed within 90 minutes. The questions cover a range of topics, including the basics of transmission and access technologies, product solutions and applications, and sales skills. The practical exam focuses on the ability of the candidate to apply their theoretical knowledge to real-world scenarios.

To take the H19-102_V2.0 Exam, candidates must have a basic understanding of the telecommunications industry and transmission and access technologies. They should also have experience in sales or marketing, as well as a good understanding of customer needs and market trends. Candidates can prepare for the exam by attending training courses or by studying the exam materials provided by Huawei.

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The Huawei H19-102_V2.0 Exam is divided into several topics, including basic product knowledge, application scenarios, pre-sales support, solutions selling, and post-sales support. HCSA-Sales-Transmission & Access V2.0 certification exam covers a wide range of topics, including Ethernet, IP, MPLS, and optical transmission technologies, as well as access technologies such as DSL, GPON, and Wi-Fi.

Huawei HCSA-Sales-Transmission & Access V2.0 Sample Questions (Q73-Q78):

NEW QUESTION # 73

PON is short for Passive Optical Network. It is a point-to-point (P2P) access mode.

- A. TRUE
- B. FALSE

Answer: B

Explanation:

PON is Passive Optical Network, but it uses a point-to-multipoint (P2MP) topology, not P2P, per HCSA- Sales-Transmission & Access. P2P dedicates a fiber per user, while PON shares via splitters, making the statement FALSE.

NEW QUESTION # 74

eSight is the NMS in Huawei Campus OptiX solution, right?

- A. YES
- B. NO

Answer: A

Explanation:

eSight is Huawei's Network Management System (NMS) for Campus OptiX, managing IP and POL equipment, per HCSA-Sales-Transmission & Access. It provides converged O&M, making the statement TRUE (YES).

NEW QUESTION # 75

Which of the following information needs to be obtained before network design?

- A. Service types and bandwidth requirements
- B. Construction period
- C. Layout (include cabling)
- D. Project Background and Scope
- E. Project Scenario

Answer: A,C,D,E

Explanation:

Network design for Campus OptiX or DCI requires, per HCSA-Sales-Transmission & Access:

Project Background and Scope (A): Context and objectives.

Service types and bandwidth requirements (B): Defines capacity needs.

Project Scenario (C): Determines solution type (e.g., hotel, education).

Layout (include cabling) (E): Physical planning.

Construction period (D): Implementation detail, not design prerequisite.

Thus, A, B, C, and E are correct.

NEW QUESTION # 76

Which of the following challenges are Campus Networks facing?

- A. Hard to expand/upgrade cabling system
- B. Chimney networks hard to maintain
- C. Restriction of 100m makes network complex
- D. Devices are too large

Answer: A,B

Explanation:

Campus networks today face several key challenges:

#Hard to expand/upgrade cabling system - Traditional Ethernet-based campus networks require extensive copper cabling, which is difficult to expand and upgrade, leading to higher costs and complexity.

#Chimney networks hard to maintain - Many legacy campus networks operate in a chimney-style architecture (vertical silos of network systems), making it difficult to manage and integrate different services.

#Restriction of 100m makes network complex - While Ethernet has a 100m distance limit, modern fiber-based Passive Optical

LAN (POL) solutions overcome this restriction, making this less of a challenge today.

#Devices are too large - Modern networking equipment is compact and modular, making device size less of a concern in today's campus networks.

Thus, the correct answers are A and D.

NEW QUESTION # 77

Which aspects does the Campus OptiX (IP+POL) save investment from?

- A. Capex (Only Cabling and Construct) & Opex
- **B. Capex (Active Equipment, Cabling and Construct) & Opex**
- C. Opex
- D. Capex

Answer: B

Explanation:

Campus OptiX (IP+POL) saves investment, per HCSA-Sales-Transmission & Access:

Capex: Reduces costs for active equipment (fewer switches), cabling (fiber vs. copper), and construction (simplified architecture).

Opex: Lowers power, maintenance, and operational costs due to passive design.

Option C fully captures these savings, making it correct.

NEW QUESTION # 78

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