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650-292

Cisco

TelePresence Video Sales Specialist

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QUESTION: 1

What is a benefit of the Cisco TelePresence Interoperability Protocol?
Select exactly 1 answer(s) from the following:

- A. It allows SIP and H.323 to function interchangeably.
- B. It allows direct interoperability between CTS and non-CTS devices.
- C. It allows for secure traversal of the firewall.
- D. It provides for high-definition video, unlike other protocols that only support standard definition.

Answer: C

QUESTION: 2

Which endpoint offers a camera that can also be used as a document camera?

- A. Profile 42
- B. EX90
- C. E20
- D. C20

Answer: B

QUESTION: 3

To provide fire wall traversal, which components are needed? Select exactly 1 answer(s) from the following:

- A. 2 CiscoTelePresenceVideo Communication Server Expressways
- B. 1 CiscoTelePresenceVideo Communication Server Control and 2 CiscoTelePresenceVideo Communication Server Expressways
- C. 1 CiscoTelePresenceVideo Communication Server Control and 1 CiscoTelePresenceVideo Communication Server Expressway
- D. 2 CiscoTelePresenceVideo Communication Server Controls

Answer: C

QUESTION: 4

When we talk about selling along the immersive curve, what do we mean?
Select exactly 1 answer(s) from the following:

- A. to recognize that the business use-case determines immersive needs, and that immersive needs will determine the product selection
- B. to talk about immersive applications but move the customer to cheaper solutions
- C. to place point-to-point video conferencing at the center of collaboration architecture
- D. to decide for the customer which product is best

Answer: A

QUESTION: 5

Which of these is a key feature of the Cisco MXE 5600 Series?
Select exactly 1 answer(s) from the following:

- A. increased number of ports to connect to end points
- B. secure fire wall traversal
- C. support one button to push scheduled meetings
- D. support for multi-screen experience

Answer: D

QUESTION: 6

On a bridged C311 that is hosted by a Cisco TelePresence MCU, each participant can enable Far End Camera Control and change the screen view without affecting others. What is this feature called? Select exactly 1 answer(s) from the following:

- A. ConferenceMe
- B. MeetMe
- C. Advanced Layouts
- D. Individual Transcoding

Answer: C

QUESTION: 7

How many concurrent local or nontraversal calls can a Cisco TelePresence Video Communication Server handle? Select 1 answer(s) from the following:

- A. 1000
- B. 500
- C. 100
- D. 1900



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