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Cisco

TelePresence Video Sales Specialist Exam

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QUESTION: 1

What is a characteristic of Cisco TelePresence interoperability?

- A. Interoperability with H.323 endpoints is not supported.
- B. Interoperability is supported only with specific video codecs.
- C. Interoperability is possible with H.323, SIP, and Skinny client endpoints.
- D. In you are in a call with Cisco TelePresence, you must have another Cisco TelePresence endpoint.

Answer: C

Explanation:

Cisco TelePresence interoperability allows the Cisco TelePresence System 3000 or 1000 endpoints to deliver a video stream that can be displayed by an existing H.323, Session Initiation Protocol (SIP), or Skinny Client Control Protocol (SCCP) video conferencing endpoint. Conversely, Cisco TelePresence interoperability allows standards-based endpoints to display a Cisco TelePresence stream. Cisco TelePresence interoperability uses Cisco Unified Videoconferencing and the Cisco TelePresence products to fully deliver a network-based solution to connect Cisco TelePresence and video conferencing endpoints.

QUESTION: 2

When developing an interoperability solution to allow for high-definition video, which Cisco product would you use?

- A. Cisco Unified Videoconferencing 5000 Series MCUs
- B. Cisco C-Series C90 Codec
- C. Cisco Unified Videoconferencing 3500 Series MCUs
- D. Cisco Unified Videoconferencing 2100 Series MCUs

Answer: B

QUESTION: 3

What is a benefit of the Cisco TelePresence Interoperability Protocol?

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

Answer: A

QUESTION: 4

To provide interoperability with proprietary protocols of other companies, you should use the Cisco Unified Videoconferencing solution in tandem with which product?

- A. Cisco TelePresence Multipoint Switch
- B. Cisco codec
- C. Cisco TelePresence Server 7010
- D. Cisco TelePresence Server MSE 8710

Answer: A

Explanation:

The answer to this question should be Cisco Telepresence Multipoint Switch because both Cisco TelePresence Server 7010 and Cisco TelePresence Server MSE 8710 do the same thing so they both can't be correct.

Reference:

http://www.cisco.com/en/US/partner/prod/collateral/video/ps7190/ps1870/ps6963/product_data_sh eet0900aec804bbfc0.html

QUESTION: 5

To provide firewall traversal, which components are needed?

- A. 1 Cisco TelePresence Video Communication Server Control and 2 Cisco TelePresence Video Communication Server Expressways
- B. 2 Cisco TelePresence Video Communication Server Expressways
- C. 1 Cisco TelePresence Video Communication Server Control and 1 Cisco TelePresence Video Communication Server Expressway
- D. 2 Cisco TelePresence Video Communication Server Controls

Answer: C

QUESTION: 6

What are screen sizes of the Cisco TelePresence Profile Series?

- A. 60 inches and 37 inches
- B. 52 inches and 65 inches
- C. 42 inches and 45 inches
- D. 37 inches and 42 inches

Answer: B

QUESTION: 7

Which feature allows video media to be enhanced by up to four times its initial resolution?

- A. Individual Transcoding
- B. MeetMe
- C. ClearVision
- D. ConferenceMe

Answer: C

Explanation:

Transcoding is the process of taking a media stream generated by one codec and converting it to a different format for use by another.

Design features

>>>• Cisco TelePresence ClearVision technology enhances resolutions by up to 4x, enabling less-powerful

- The Cisco TelePresence Advanced Media Gateway 3610 is compatible with Microsoft Office Communications Server 2007 R2
- It is compatible with all standards-compliant video conferencing and telepresence devices.
- The Cisco AM GW 3610 has an easy-to-use, versatile management interface.
- It offers comprehensive wideband audio support.

QUESTION: 8

Which application can you integrate with the Cisco TelePresence Management Suite?

- A. Microsoft Excel
- B. Microsoft Outlook
- C. Windows Vista
- D. Crystal Reports



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