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650-298

Cisco
TelePresence Video Sales Specialist Exam

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QUESTION: 1
When we talk about selling along the immersive curve, what do we mean?

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

Answer: B

QUESTION: 2
Which of the following is a characteristic of CiscoTelePresenceimmersiveendpoints?

A. forTelePresenceexperiences inpersonal office, at home for telecommutingapplications
B. good for large deployments with guaranteed quality and consistent user experience
C. devices are optimized for mobility and personal usage from the desktop
D. rooms with optimized and customized environments for face-to-face virtualcommunications

Answer: D

QUESTION: 3
How many microphones inputs does the Cisco TelePresence CodecsC90 have?

A. 2
B. 4
C. 12
D. 8

Answer: D

QUESTION: 4

Which of the following offers a built-in, three-screen solution that is optimized for face-to-face virtual communications and collaboration?

A. Immersive
B. Multipurpose
C. Solutions Platform
D. Personal

Answer: A

QUESTION: 5
To provide interoperabilitywith proprietaryprotocols of their companies, you should use the Cisco UnifiedVideoconferencingsolution in tandem with which product?

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

Answer: B

QUESTION: 6
What is a primary business driver of the Cisco TelePresence solution?

A. provides the highest security
B. improves the way people communicate and collaborate
C. replaces a customer solution that was not based on a Cisco collaboration
D. provides a rich video experience that uses the latest in high-definition resources

Answer: B

QUESTION: 7
Which technical enhancement is enabled across all Cisco enterprise endpoints to change the collaboration industry?

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