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Vendor: Cisco

Exam Code: 650-299

Exam Name: TelePresence Video Sales Specialist for
Masters Exam

Version: Demo

QUESTION NO: 1

What is the strongest competitive advantage that video adds to Cisco collaboration architecture?

- A. It connects Cisco TelePresence with Tandberg, Polycom and Microsoft endpoints.
- B. It provides a better experience than HP Halo.
- C. It creates a foundation for the richest collaboration technology-video-to be shared across any device and application, anywhere.
- D. Cisco's quality of service makes sure that video experiences are high-quality.

Answer: A

QUESTION NO: 2

What type of meetings does the MXE 5600 support?

- A. Point to Point only
- B. Multipoint only
- C. Point to Point and multipoint
- D. Streaming

Answer: D

QUESTION NO: 3

The Clinical Presence System is powered by which Cisco TelePresence Codec?

- A. Cisco TelePresence Codec C20
- B. Cisco TelePresence Codec C60
- C. Cisco TelePresence Codec C40
- D. Cisco TelePresence Codec C90

Answer: A

QUESTION NO: 4

What is a type of Cisco TelePresence Management System deployment?

- A. enterprise provisioning
- B. intermediate provisioning
- C. large-scale provisioning
- D. small-scale provisioning

Answer: A

QUESTION NO: 5

What is a characteristic of the Cisco TelePresence Codec C20?

- A. Works with the Video Compositor tool.
- B. SIP device has w448p video resolution and bandwidth of up to 1152 kb/s.
- C. Powers the Clinical Presence System.
- D. Comes with the Cisco TelePresence inTouch interface

Answer: C

QUESTION NO: 6

Many small organizations with existing standard-definition video environments are looking for a seamless transition to high-definition video. Which would be the idea TelePresence bridge?

- A. Cisco TelePresence MCU 4501 Series
- B. Cisco TelePresence MSE 8000 Series
- C. Cisco TelePresence MCU 4200 Series
- D. Cisco TelePresence MCU 4500 Series

Answer: C

QUESTION NO: 7

What is the position of Cisco TelePresence in the worldwide enterprise voice market share?

- A. second in contact center and unified messaging
- B. first in audio conferencing and contact center
- C. first in unified messaging and TelePresence
- D. second in enterprise voice

Answer: C

QUESTION NO: 8

How big is the screen on the Cisco TelePresence System EX90?

-
- A. 24 inches
 - B. 18 inches
 - C. 32 inches
 - D. 28 inches

Answer: A

QUESTION NO: 9

What would you call an endpoint or system "handshake" with the VCS?

- A. call access control
- B. interworking
- C. registration
- D. aliasing

Answer: C

QUESTION NO: 10

What is the recommended approach to selling Cisco TelePresence?

- A. Sell to IT because they will drive the implementation.
- B. Sell to an identified chief officer or line-of-business owner because they are the budget creator.
- C. Sell to the video-conferencing manager because they own all video implementations.
- D. Sell to the procurement manager because

Answer: B

QUESTION NO: 11

What is the maximum number of segments that are supported in an immersive meeting?

- A. 48
- B. 50
- C. 10
- D. 38

Answer: D

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