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## TelePresence Video Sales Specialist for Express

Cisco 650-292

Version Demo

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**QUESTION NO: 1**

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

- 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 NO: 2**

What are two primary features of the Cisco TelePresence solution versus the competition? (Choose two.)

- A. supports all standard based endpoints
- B. integrated voice and video capabilities
- C. scalable solutions for personal desktop to immersive room systems
- D. high-speed firewall traversal
- E. standard and high-definition solutions

**ANSWER: C E**

**QUESTION NO: 3**

What are two advantages that the Cisco TelePresence Server has over other solutions? (Choose two.)

- A. Provides TIP interoperability
- B. roster list
- C. flow control
- D. media encryption
- E. Provide Active Presence

F. GDR, RMP

**ANSWER: A B**

**QUESTION NO: 4**

What are two features of the MXE 5600 Series?

- A. simplicity of HD interoperability
- B. increased number of ports to connect to endpoints
- C. support for 1080p full-screen, multiscreen experience
- D. simplified management
- E. secure firewall traversal

**ANSWER: A B**

**QUESTION NO: 5**

What are three competitive advantages of the Cisco TelePresence solution? (Choose three.)

- A. Transform the industry
- B. Be greener
- C. Transform your organization
- D. Provide a money-back guarantee
- E. Do more with less
- F. Spend more; gain more
- G. Transform your employees

**ANSWER: A C E**

**QUESTION NO: 6**

Which standard is required to incorporate dual-stream video?

- A. H.239

- B. H.261
- C. H.323
- D. H.264

**ANSWER: A**

**QUESTION NO: 7**

What is the promise of Cisco TelePresence?

- A. collaboration, technology, and reliability
- B. collaboration, simplicity, and HD
- C. quality, simplicity, and reliability
- D. high tech, complex, and HD

**ANSWER: C**

**QUESTION NO: 8**

Which two advantages does the Media Experience Engine have over other solution?

- A. three-screen to three-screen interoperability
- B. supports Cisco WebEx One-Touch
- C. upscaling from CIF to 720p resolution
- D. media encryption
- E. in-meeting recording

**ANSWER: B E**

**QUESTION NO: 9**

Your solution requires a built-in bridge. Which codec would you be unable to use?

- A. C90
- B. 6000 MXP

**C. C20**

**D. C60**

**ANSWER: C**

**QUESTION NO: 10**

How do Cisco Partner program services benefit a partner?

- A.** use proven Cisco methodologies, intellectual property, tools. And worldwide resources through collaborative services
- B.** enlist Cisco representatives as partners to be responsible for all sales and support tasks. Thereby assuring a simple hand-off from a customer
- C.** leverage the Cisco Partner Core-Bridge and Global Partner Network programs along with Cisco TelePresence lifecycle services to better serve its customers
- D.** provide customers with high-quality services by reselling the Cisco brand. Thus not requiring its own support infrastructure

**ANSWER: A**