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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.)

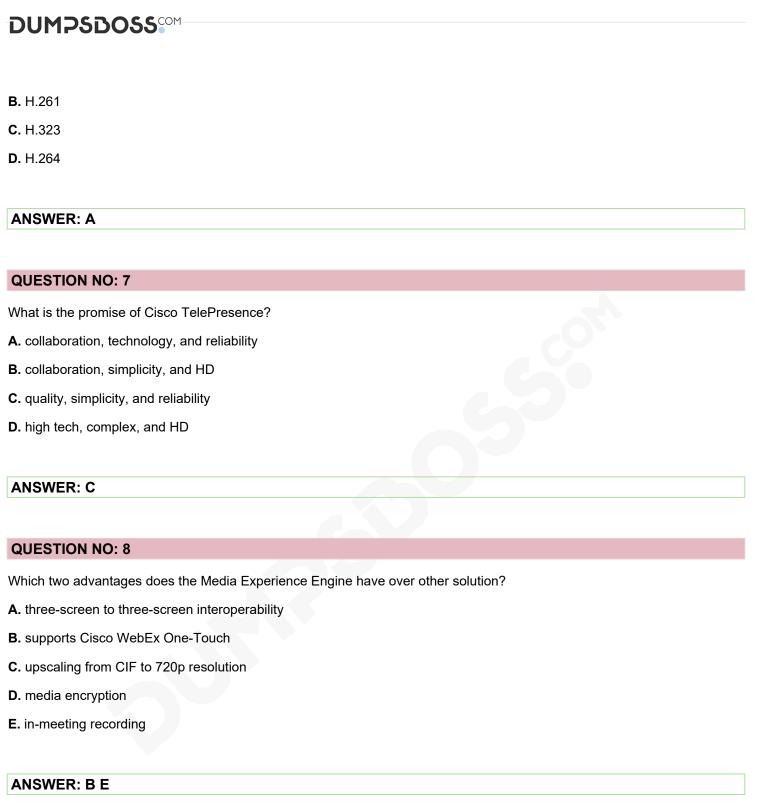
- **A.** Transform the industry
- B. Be greener
- **C.** Transform your organization
- **D.** Provide a money-back guarantee
- E. Do more with less
- F. Spend more; gain more
- G. Transform your employees

ANSWER: A C E

QUESTION NO: 6

Which standard is required to incorporate dual-stream video?

A. H.239



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 propert, tolls. 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