



Cisco

650-298

TelePresence Video Sales Specialist

QUESTION: 31

Which of the following is a characteristic of collaboration architecture?

- A. enables email, voice mail, and video collaboration only
- B. enables intra-company and inter-company collaboration
- C. enables people to collaborate in certain places and with certain devices
- D. not supported by smart mobile devices

Answer: B

QUESTION: 32

What is a type of Cisco TelePresence Management System deployment?

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

Answer: A

QUESTION: 33

Which two areas is Cisco best-positioned to deliver collaborative solutions that meet current market needs? (Choose two.)

- A. enterprise social software
- B. intercompany collaboration
- C. a single complex deployment model
- D. alienated experience
- E. interoperable, restricted architecture

Answer: A, B

QUESTION: 34

How many high-definitions does the Cisco TelePresence Codec C60 have?

- A. 4
- B. 10
- C. 8
- D. 6

Answer: A

QUESTION: 35

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

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

Answer: A

QUESTION: 36

How do Cisco Partner program services benefit a partner?

- A. enlist Cisco representatives as partners to be responsible for all sales and support tasks, thereby assuring a simple hand-off from a customer
- B. use proven Cisco methodologies, intellectual property, tools, and worldwide resources through collaborative services
- 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: C

QUESTION: 37

What is a characteristic of Cisco TelePresence interoperability?

- A. If you are in call with Cisco TelePresence, you must have another Cisco TelePresence endpoint.

- B. Interoperability is possible with H.323, SIP, and skinny client endpoints.
- C. Interoperability is supported is supported only with specific video codecs.
- D. Interoperability with H.323 endpoints is supported.

Answer: C

QUESTION: 38

Which bridge offers an upgrade in ports from 6 to 12 high definition via software?

- A. 4501
- B. 4200
- C. MSE 8000
- D. 4500

Answer: A

QUESTION: 39

To provide firewall traversal, which components are needed?

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

Answer: B

QUESTION: 40

What is the ideal bridge in which mixed-vendor environments are communicating in high-definition video?

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

Answer: A

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