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Q&A

Exam : **650-299**

Title : TelePresence Video Sales Specialist for Masters Exam

Version : DEMO

1.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

2.Which of these is a key feature of the Cisco MXE 5600 Series?

A.Support for third party multi-screen experience

B.Supports one button to push scheduled meetings

C.Increased number of ports to connect to endpoints

D.Secure firewall traversal

Answer: C

3.How do Cisco Partner program services benefit a partner?

A.Provide customers with high-quality services by reselling the Cisco brand; thus not requiring its own support infrastructure.

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.Use proven Cisco methodologies, intellectual property, tools, and worldwide resources through collaborative services.

D.Leverage the Cisco Partner Core-Bridge and Global Partner Network programs along with Cisco TelePresence LifeCycle services to better serve its customers.

Answer: C

4.Which of the following is a characteristic of Cisco TelePresence System 3010 and Cisco TelePresence System 3210?

A.Life size images with ultra-high-definition video and spatial audio

B.A specially designed physical table that seats five participants on each side of the virtual table

C.Five 65-inch plasma screens

D.Each multipoint meeting can support up to 58 locations on a single call

Answer: A

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

A.48

B.50

C.10

D.38

Answer: A