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650-295

TelePresence Video Sales Specialist for
Advanced Exam

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Note: The answer is for reference only, you need to understand all question.

1. What is a characteristic of Cisco TelePresence interoperability?
- A. Interoperability with H.323 endpoints is not supported.
 - B. Interoperability is supported only with specific video codecs.
 - C. Interoperability is possible with H.323 SIP and Skinny client endpoints.
 - D. In you are in a call with Cisco TelePresence you must have another Cisco TelePresence endpoint.

Answer: C

2. When developing an interoperability solution to allow for high-definition video which Cisco product would you use?
- A. Cisco Unified Videoconferencing 5000 Series MCUs
 - B. Cisco C-Series C90 Codec
 - C. Cisco Unified Videoconferencing 3500 Series MCUs
 - D. Cisco Unified Videoconferencing 2100 Series MCUs

Answer: B

3. What is a benefit of the Cisco TelePresence Interoperability Protocol?
- A. It allows direct interoperability between CTS and non-CTS devices.
 - B. It allows for secure traversal of the firewall.
 - C. It provides for high-definition video unlike other protocols that only support standard definition.
 - D. It allows SIP and H.323 to function interchangeably.

Answer: A

4. To provide interoperability with proprietary protocols of other companies you should use the Cisco Unified Videoconferencing solution in tandem with which product?
- A. Cisco TelePresence Multipoint Switch
 - B. Cisco codec
 - C. Cisco TelePresence Server 7010
 - D. Cisco TelePresence Server MSE 8710

Answer: A

5. To provide firewall traversal which components are needed?
- A. 1 Cisco TelePresence Video Communication Server Control and 2 Cisco TelePresence Video Communication Server Expressways
 - B. 2 Cisco TelePresence Video Communication Server Expressways
 - C. 1 Cisco TelePresence Video Communication Server Control and 1 Cisco TelePresence Video Communication Server Expressway
 - D. 2 Cisco TelePresence Video Communication Server Controls

Answer: C

6. What are screen sizes of the Cisco TelePresence Profile Series?

- A. 60 inches and 37 inches
- B. 52 inches and 65 inches
- C. 42 inches and 45 inches
- D. 37 inches and 42 inches

Answer: B

7. Which feature allows video media to be enhanced by up to four times its initial resolution?

- A. Individual Transcoding
- B. MeetMe
- C. ClearVision
- D. ConferenceMe

Answer: C

8. Which application can you integrate with the Cisco TelePresence Management Suite?

- A. Microsoft Excel
- B. Microsoft Outlook
- C. Windows Vista
- D. Crystal Reports

Answer: B

9. What is a characteristic of the Cisco TelePresence Codec C20?

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

Answer: C

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

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

Answer: BFG

11. The Cisco IP Video Phone E20 does video up to what resolution?

- A. 1080p
- B. 576p
- C. 720p
- D. w448p

Answer: D

12. How many video and audio inputs are supported by the Cisco TelePresence 1700 MXP built-in bridge?

- A. 2 video + 2 audio
- B. 2 video + 1 audio
- C. 4 video + 3 audio
- D. 6 video + 5 audio

Answer: C

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

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

Answer: DE

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

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

Answer: A

15. What is a primary business driver of the Cisco TelePresence solution?

- A. replaces a customer solution that was not based on a Cisco collaboration
- B. provides a rich video experience that uses the latest in high-definition resources
- C. provides the highest security possible
- D. improves the way people communicate and collaborate

Answer: D

16. Which codec does not have a built-in bridge?

- A. Cisco TelePresence Codec C60
- B. Cisco TelePresence 6000 MXP
- C. Cisco TelePresence Codec C90
- D. Cisco TelePresence Codec C20

Answer: D

17. Which part of the Cisco TelePresence Management Suite allows a user to set up a conference in just four or five clicks?

- A. Portal Page
- B. Conference Control Center
- C. Cisco TelePresence Management Suite Scheduler
- D. Systems Management