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# 650-299

TelePresence Video Sales Specialist for  
Master Exam (PATVSSM)

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**QUESTION NO: 1**

What is the strongest competitive advantage that video adds to Cisco collaboration architecture?

- A. It connects Cisco TelePresence with Tandberg, Polycom, and Microsoft endpoints
- B. It provides a better experience than HHP Halo
- C. It creates a foundation for the richest technology-video-to be
- D. Cisco's quality of service makes sure that video experiences are high-quality

**Answer: C**

**Explanation:**

**QUESTION NO: 2**

What type of meeting does the MXE 5600 support?

Select exactly 1 answer(s) from the following:

- A. Point to Point only
- B. Multipoint only
- C. Point to Point and multipoint
- D. Streaming

**Answer: C**

**Explanation:**

**QUESTION NO: 3**

The Clinical Presence System is powered by which Cisco TelePresence Codec?

Select exactly 1 answer(s) from the following:

- A. Cisco TelePresence Codec C20
- B. Cisco TelePresence Codec C60
- C. Cisco TelePresence Codec C40
- D. Cisco TelePresence Codec C90

**Answer: C**

**Explanation:**

**QUESTION NO: 4**

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What is a type of Cisco TelePresence Management System deployment?

Select exactly 1 answer(s) from the following:

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

**Answer: C**

**Explanation:**

#### **QUESTION NO: 5**

What is a characteristic of the Cisco TelePresence Codec C20?

Select exactly 1 answer(s) from the following:

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

**Answer: D**

**Explanation:**

#### **QUESTION NO: 6**

Many small organizations with existing standard-definition video environments are looking for a seamless transition to high-definition video. Which would be the ideal Cisco TelePresence bridge?

Select exactly 1 answer(s) from the following:

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

**Answer: A**

**Explanation:**

#### **QUESTION NO: 7**

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

Select exactly 1 answer(s) from the following:

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

**Answer: C**

**Explanation:**

#### **QUESTION NO: 8**

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

Select exactly 1 answer(s) from the following:

- A. 24 inches
- B. 15 inches
- C. 32 inches
- D. 28 inches

**Answer: A**

**Explanation:**

#### **QUESTION NO: 9**

What would you call an endpoint or system “handshake” with the VCS?

Select exactly 1 answer(s) from the following:

- A. call access control
- B. interworking
- C. registration
- D. aliasing

**Answer: C**

**Explanation:**

#### **QUESTION NO: 10**