DUMPSQUEEN

TelePresence Video Sales Specialist for Express

Cisco 650-292

Version Demo

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QUESTION NO: 1

Which standard is required to incorporate dual-stream video?

A. H.239

B. H.261

C. H.323

D. H.264

ANSWER: A

QUESTION NO: 2

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: 3

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: 4

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: 5

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

QUESTION NO: 6

What is the promise of Cisco TelePresence?

A. collaboration, technology, and reliability

B. collaboration, simplicity, and HD

C. quality, simplicity, and reliability

D. high tech, complex, and HD

ANSWER: C

QUESTION NO: 7

Which two advantages does the Media Experience Engine have over other solution?

A. three-screen to three-screen interoperability

B. supports Cisco WebEx One-Touch

C. upscaling from CIF to 720p resolution

D. media encryption

E. in-meeting recording

ANSWER: B E

QUESTION NO: 8

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: 9

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: 10

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