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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