Vendor: Cisco

Exam Code: 650-299

Exam Name: TelePresence Video Sales Specialist for Master Exam (PATVSSM)

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