



**Vendor:** Cisco

**Exam Code:** 650-299

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

**Version:** DEMO

**QUESTION 1**

How many microphones does the Cisco TelePresence code C90 have?

- A. 4
- B. 12
- C. 8
- D. 2

**Answer: C**

**QUESTION 2**

How many people can the Cisco TelePresence System 3010 support?

- A. Upto 10
- B. Upto6
- C. Upto9
- D. Upto8

**Answer: B**

**QUESTION 3**

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**

**QUESTION 4**

What two are key selling features of the Cisco TelePresence solution? (Choose two.)

- A. scalable solution
- B. standards-based solution
- C. adds significantly more storage to existing applications
- D. offloads services to the cloud
- E. high-latency solution

**Answer: AB**

**QUESTION 5**

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

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

**Answer: C**

**QUESTION 6**

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

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

**Answer: A**

**QUESTION 7**

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. 1 Cisco TelePresence Video Communication Server Control and 1 Cisco TelePresence Video Communication Server Expressway
- C. 2 Cisco TelePresence Video Communication Server Expressways
- D. 2 Cisco TelePresence Video Communication Server Controls

**Answer: B**

**QUESTION 8**

What is one of the market transitions that collaboration architecture is suited to address?

- A. E-learning
- B. Networking
- C. Internet
- D. Video

**Answer: A**

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