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**TelePresence Video Sales Specialist for Advanced  
Plus Exam (PATVSSAP)**

Version 14.20

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**QUESTION NO: 1**

When we talk about selling along the immersive curve, what do we mean?

- A. To place point-to-point video conferencing at the center of collaboration architecture.
- B. To recognize that the business use-case determines immersive needs, and that immersive need will determine the product selection.
- C. to talk about immersive applications but move the customer to cheaper solutions
- D. To decide for the customer which product is best.

**Answer: B**

**QUESTION NO: 2**

Which of the following is a characteristic of Cisco TelePresence immersive endpoints?

- A. for TelePresence experiences in personal office, at home for telecommuting applications
- B. good for large deployments with guaranteed quality and consistent user experience
- C. devices are optimized for mobility and personal usage from the desktop
- D. rooms with optimized and customized environments for face-to-face virtual communications

**Answer: D**

**QUESTION NO: 3**

How many microphones inputs does the Cisco TelePresence Codecs C90 have?

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

**Answer: D**

**QUESTION NO: 4**

Which of the following offers a built-in, three-screen solution that is optimized for face-to-face virtual communications and collaboration?