

**Exam : 650-298**

**Title :** TelePresence Video Sales  
Specialist for Advanced Plus  
Exam

**Version :** Demo

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

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

3. How many microphone inputs does the Cisco TelePresence Codec C90 have?

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

Answer: D

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