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# TelePresence Video Sales Specialist for Express

## Cisco 650-292

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QUESTION NO: 1

Which three are primary product drivers of the Cisco TelePresence solution? (Choose three.)

**A.** best multipoint product selection with unprecedented quality, scalability, and reliability

**B.** multivendor interoperability

**C.** full-featured solution with no third-party integration

**D.** highest connection speeds even with no infrastructure upgrade

**E.** continuous presence

**F.** ultrahigh latency

**G.** firewall integration for the highest security

**ANSWER: A B C**

**Explanation:**

Cisco TelePresence was positioned as an end-to-end collaboration portfolio rather than merely a collection of video endpoints. “best multipoint product selection with unprecedented quality, scalability, and reliability” reflects the portfolio’s emphasis on high-quality conferencing plus scalable bridge and call-control capabilities for meetings involving multiple locations. “multivendor interoperability” is a key product driver because standards-based video interoperability expands the reachable meeting community and allows organizations to connect compatible third-party video systems. “full-featured solution with no third-party integration” describes the value of an integrated Cisco architecture: endpoints, call control, conferencing resources, management, and related collaboration functions are designed to operate as a cohesive solution, reducing integration complexity for the core deployment. These drivers align with Cisco’s broader collaboration approach, which emphasizes interoperable video communications and integrated meeting experiences across the organization. Cisco’s video collaboration overview is available at Cisco Video Conferencing, and Cisco’s interoperability resources are available at Cisco Collaboration Interoperability.

**QUESTION NO: 2**

What are two benefits of deploying Cisco TelePresence Video Communication Server in a cluster? (Choose two.)

**A.** Improved resiliency

**B.** Increased call-control capacity

**C.** Automatic WAN bandwidth upgrades

**D.** Integrated multipoint media processing

**E.** Replacement of all endpoint licenses

**ANSWER: A B**

**Explanation:**

**Improved resiliency** is correct because a VCS cluster provides multiple peers that can continue to provide call-control services when an individual peer becomes unavailable. This helps reduce the impact of a single-server failure on registered endpoints and active collaboration services.

**Increased call-control capacity** is also correct because clustering distributes registrations and call-processing activity across multiple VCS peers. This allows an organization to scale its video deployment beyond the capacity of a single VCS while maintaining a coordinated call-control environment. Cisco documents VCS clustering and peer deployment in the Cisco VCS Configuration Guide.

## QUESTION NO: 3

What is the primary purpose of a Cisco TelePresence MCU in a video deployment?

**A.** To host multipoint video conferences

**B.** To provide endpoint registration

**C.** To record meetings for on-demand viewing

**D.** To provide firewall traversal

## ANSWER: A

**Explanation:**

**To host multipoint video conferences** is correct because a multipoint control unit provides the conferencing resources needed to connect multiple video participants in a single meeting. The MCU processes media, manages conference layouts, and can accommodate endpoints with differing media capabilities, depending on the specific model and configuration.

An MCU is used when a meeting requires more than a direct point-to-point connection. It is distinct from VCS, which provides registration and call routing, and from Cisco TelePresence Content Server, which records and distributes video content. See Cisco's Cisco Conferencing Products information.

## QUESTION NO: 4

In the Cisco Telepresence Management Suite. Where can you see the high-level overview, or dashboard, to your video network?

**A.** Systems Management

**B.** Conference Control Center

**C.** Portal Page

**D.** Cisco TelePresence Management Suite Scheduler

## ANSWER: C

**Explanation:**

**Portal Page** is the Cisco TelePresence Management Suite location that provides the high-level operational overview of the video network. It functions as the administrator's dashboard after signing in to Cisco TMS, presenting summarized status information that helps an operator quickly assess the environment rather than requiring them to open an individual system or conference workflow. The portal is intended to surface key information about managed video endpoints and infrastructure, including system status and items that may require administrative attention. This makes it the appropriate starting point for monitoring the overall deployment and navigating to more detailed management functions when needed.

Cisco TMS is a centralized management platform for video conferencing environments, covering endpoint discovery, monitoring, provisioning-related integrations, scheduling, and reporting. Its web interface separates broad monitoring and overview functions from dedicated areas used for device administration and conference management. Cisco's TelePresence Management Suite support page provides product documentation and administration resources: Cisco TelePresence Management Suite support documentation. Cisco also describes TMS as a platform for managing and monitoring video collaboration deployments in its product information: Cisco TelePresence Management Suite product page.

## QUESTION NO: 5

Which Cisco component enables users to schedule Cisco TelePresence conferences from Microsoft Outlook?

**A.** Cisco TelePresence Management Suite Extension for Microsoft Exchange

**B.** Cisco TelePresence Content Server

**C.** Cisco TelePresence Video Communication Server

**D.** Cisco TelePresence Server

**ANSWER: A**

**Explanation:**

**Cisco TelePresence Management Suite Extension for Microsoft Exchange** is correct. Cisco TMSXE integrates Cisco TelePresence Management Suite with Microsoft Exchange so users can schedule video meetings from the Outlook calendar interface they use for other business meetings.

When a user creates or updates an Outlook meeting, TMSXE coordinates the reservation of TelePresence-enabled rooms, endpoints, and conferencing resources through Cisco TMS. This integration simplifies adoption by allowing video meetings to be booked through a familiar calendar workflow rather than a separate scheduling application. Cisco TMS documentation is available through the Cisco TelePresence Management Suite configuration guide index.

**QUESTION NO: 6**

What are two benefits of scheduling a Cisco TelePresence conference through Cisco TelePresence Management Suite? (Choose two.)

**A.** Reserves required conference resources

**B.** Automates conference setup

**C.** Replaces LAN and WAN QoS policies

**D.** Converts ISDN calls to IP calls

**E.** Provides endpoint camera hardware

**ANSWER: A B**

**Explanation:**

**Reserves required conference resources** is correct because Cisco TelePresence Management Suite can coordinate the availability of managed endpoints, rooms, and conferencing resources for a scheduled meeting. This helps prevent resource conflicts and improves the reliability of the scheduled conference experience.

**Automates conference setup** is also correct because TMS can provision the meeting details and schedule the participating systems to join the conference at the appropriate time. This reduces the amount of manual setup required from users and operators.

TMS does not replace the network's QoS infrastructure or function as a video endpoint. Its role is centralized management, monitoring, and scheduling of video collaboration resources. See Cisco's TelePresence Management Suite product information.