



TelePresence Video Sales Specialist for Advanced (650-295)

Exam Description: The TelePresence Video Sales Specialist for Advanced (650-295) exam will test the knowledge of account managers and system engineers regarding the features, functions, design, and planning for deployment of the Cisco TelePresence Video Advanced Authorized Technology Provider (ATP) solution. This 45-minute exam consisting of 35–45 questions will focus on solution features and benefits, and the deployment planning, including design and support.

The following topics are general guidelines for the content likely to be included on the exam. However, other related topics may also appear on any specific delivery of the exam. In order to better reflect the contents of the exam and for clarity purposes, the guidelines below may change at any time without notice.

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| 17% | 1.0 | Explore QuickStart |
| | 1.1 | Explore solution overview |
| | 1.2 | Examine the value proposition |
| | 1.3 | Describe go to market strategies |
| | 1.4 | Examine technical background |
| | 1.5 | Describe competitive positioning |
| | 1.6 | Describe service offerings |
| 25% | 2.0 | Examine Endpoints |
| | 2.1 | Explore multi-purpose endpoints |
| | 2.2 | Examine personal endpoints |
| | 2.3 | Explore solution platforms |
| 39% | 3.0 | Explore TelePresence Infrastructure |
| | 3.1 | Describe call/session control |
| | 3.2 | Explore TelePresence management |
| | 3.3 | Examine media services |
| 19% | 4.0 | Examine TelePresence Interoperability |
| | 4.1 | Explore interoperability |