



TelePresence Video Sales Specialist for Advanced Plus (650-298)

Exam Description: The TelePresence Video Sales Specialist for Advanced Plus (650-298) exam will test the knowledge of account managers, project managers, and system engineers regarding the features, functions, design, and planning for deployment of the Cisco TelePresence Video Advanced Plus Authorized Technology Provider (ATP) solution. This 45-minute exam consisting of 35–40 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.

17%	1.0	Explore TelePresence 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
17%	2.0	Explore Collaboration Architecture QuickStart
	2.1	Explore architecture overview
	2.2	Examine the value proposition
	2.3	Describe how to position
	2.4	Examine technical background
	2.5	Describe competitive positioning
28%	3.0	Examine Endpoints
	3.1	Examine immersive endpoints
	3.2	Explore multi-purpose endpoints
	3.3	Examine personal endpoints
	3.4	Explore solution platforms
27%	4.0	Explore TelePresence Infrastructure
	4.1	Describe call/session control
	4.2	Explore TelePresence management
	4.3	Examine media services
11%	5.0	Examine TelePresence Interoperability
	5.1	Explore interoperability