



Cisco SP Video Sales Specialist for AM

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QUESTION 1

The competitive advantage that Cisco has over all its competitors in the HFC segment is which of these?

- A. hyperfocus on headend optics
- B. bundle with handsets
- C. end-to-end focus
- D. strong single-product focus

Correct Answer: C

QUESTION 2

The main advantage of D-PON is that it allows the cable operator to offer fiber to the home and maintain which of theses

- A. amount of bandwidth offered
- B. back-office infrastructure
- C. OpEx
- D. analog television service
- Correct Answer: B

QUESTION 3

Cisco Media Processor prepares linear video to be distributed in which three formats? (Choose three.)

- A. Microsoft Smooth Streaming
- B. HTTP progressive download
- C. Adobe Dynamic Streaming
- D. Apple HTTP Live Streaming
- E. TFTP

Correct Answer: ACD



QUESTION 4

Which management system can monitor and control video headend equipment?

- A. ANA
- B. CiscoWorks
- C. ROSA
- D. SNMP

Correct Answer: C

QUESTION 5

What is the advantage of a universal edge QAM?

- A. allows for both analog and digital video to share the same QAM modulator
- B. decreases the cost of QAM modulation
- C. increases the cost of QAM modulation
- D. allows for both VoIP and data to share the same QAM modulator
- Correct Answer: D

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