

# **Cisco SP Video Sales for AM**

Verson: Demo

[Total Questions: 10]

#### **Question No:1**

What is one of the major market drivers for access network business unit?

- A. increase in HD content
- B. increase in analog content
- C. decrease in competition from satellite broadcasters
- D. decrease in digital content

Answer: A

#### **Question No:2**

What is the airflow architecture in the Cisco D9036?

- A. Front to back
- B. side to side
- C. front to side
- D. back to front

#### Answer: A

#### **Question No:3**

What is DPI?

- A. Digital Primary Initiator
- **B.** Digital Program Information
- C. Digital Program Insertion
- D. Digital Primary Indicator

#### Answer: C

#### **Question No:4**

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

**Answer: C** 

## Question No: 5

What are the four components that make up the Cisco Videoscape Media Suite?

- A. Content Manager, Encode Manager, Distributor and i Player
- B. Content Manager, Entitlement, Publisher, and Player
- C. Encode Manager, Entitlement, Distribution, and STB
- **D.** Content Manger, Entitlement, Distribution, and STB

#### Answer: B

## Question No : 6

What is the primary advantage of MPEG-4 part 10 over MPEG-2?

- A. MPEG-4 uses twice the bandwidth
- **B.** MPEG-2 can have more programs.
- C. MPEG-4 part 10 uses half the bandwidth.
- D. MPEG-2 can have fewer programs.

#### Answer: C

## **Question No:7**

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

#### Answer: B

Question No : 8

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

Answer: D

## Question No:9

Which two versions Of MPEG compression does Cisco D90X encoder use :( Choose two.)

**A.** MPEG-1 **B.** MPEG-2 **C.** MPEG-3 **D.** MPEG-4

Answer: B,D

#### **Question No: 10**

How many I-frames are in a group of pictures (GOP)?

**A.** 1

**B.** 2

- **C.** 3
- **D.** 4

Answer: A