

## VTX1000 Sales Study Guide

1. SoundStation VTX 1000's software download feature allows users to download new software directly to their phone by what method?
  - a. Over ordinary analog phone lines
  - b. The internet via Ethernet
2. In terms of product positioning, SoundStation VTX 1000 is situated where on the price/performance continuum.
  - a. Above SoundStation and below SoundStation Premier
  - b. Above VoiceStation 100 and below SoundStation Premier
  - c. Above the Vortex installed room product line
  - d. Above SoundStation Premier and below the Vortex installed room products
3. Generally speaking, a SoundStation VTX 1000 has over 2 times the room coverage of SoundStation Premier
  - a. False
  - b. True
4. SoundStation VTX 1000 is available in what different configurations or "SKU's"
  - a. Both single unit and twin-pack SKU's
  - b. Twin-pack SKU only
  - c. Single unit SKU only
5. If two locations are connected on a call, SoundStation VTX 1000 "VTX Wideband" audio delivers 7kHz wideband audio provided that Each end of the call has which type of conferencing equipment
  - a. SoundStation VTX 1000 at both ends of the call
  - b. A SoundStation VTX 1000 on one of the two ends of the call
6. The SoundStation VTX 1000 subwoofer is only available as an add-on accessory and does not ship as standard equipment
  - a. True
  - b. False
7. SoundStation VTX 1000 with EX microphones fully extended can cover an area up to 54 x 40 feet
  - a. True
  - b. False
8. SoundStation VTX 1000 is the world's first wideband conference phone
  - a. True
  - b. False
9. The basic premise of "Gated Microphones with Intelligent Microphone Mixing" as found on SoundStation VTX 1000 is to activate only the microphone closest to the person talking. The benefit is that the person sounds more like they are talking on a handset.
  - a. True
  - b. False
10. Which pair of features are unique only to SoundStation VTX 1000 for Polycom's circuit switched voice product line?
  - a. Wideband audio and Automatic Gain Control

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- b. Caller ID and Gated Microphones
  - c. EX Microphones and Wideband Audio
  - d. Gated Microphones and Automatic Gain Control
11. What is a very effective way to sell the SoundStation VTX 1000?
- a. Give the customer a short 2 minute demonstration
  - b. Have the customer visit Polycom's website
  - c. Send the customer a datasheet
12. SoundStation VTX 1000 can connect to which type(s) of network jacks/connections?
- a. Any analog/ circuit switched telephone network connection
  - b. Voice over IP (VoIP) and analog/circuit switched network connection
13. Which technique has proven most effective when selling Polycom's circuit switched conferencing products?
- a. Ask the customer what their budget is then pick the right product to meet their financial situation
  - b. Start at the high end of the product line and the larger rooms and work your way down to the low end of the product line and the smaller rooms
  - c. Start at the low end of the product line and smaller rooms, and then work your way up to the high end and the larger rooms
14. SoundStation VTX 1000's software download feature provides which of the following benefits?
- a. Free stock market updates and weather information
  - b. Ability to download any Palm-compatible games for entertainment between meetings
  - c. Investment protection by adding new features without changing hardware platforms
15. Which product feature does SoundStation VTX 1000 share with VoiceStation 100, SoundStation and SoundStation Premier?
- a. Noise reduction
  - b. Polycom's famous full-duplex audio performance
  - c. EX Microphones
  - d. A subwoofer for better low-frequency voice coverage
16. SoundStation VTX 1000 features Automatic Gain Control that allows users to get up to \_\_\_\_\_ away from a microphone and still be heard clearly.
- a. 40 feet
  - b. 3 feet
  - c. 20 feet
  - d. 9 feet
17. What is the MSRP of the SoundStation VTX 1000?
- a. \$99
  - b. \$999
  - c. \$1799
  - d. \$2999

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18. The standard warranty on VTX 1000 is 1 year.
- a. True
  - b. False
19. SoundStation VTX 1000 features bass and treble controls like high end stereo equipment.
- a. True
  - b. False
20. If three (3) SoundStation VTX 1000 units are connected together on a conference call, everyone will be connected together in VTX Wideband mode and will receive 7kHz wideband audio.
- a. True
  - b. False
21. Though there are many auxiliary audio input options for SoundStation VTX 1000, the only available auxiliary audio output option is the VTX 1000 subwoofer
- a. False
  - b. True
22. SoundStation VTX 1000 features Dynamic Noise Reduction, which provides what benefits to the customer?
- a. Reduces the amount of noise on your phone line.
  - b. Reduces interruptions from rude people who have side conversations during meetings
  - c. Allows meeting participants at the other end to hear you better by reducing background noises like projector fans, PC fans and ventilation systems.