



# M2070-740<sup>Q&As</sup>

IBM Enterprise Content Management Sales Mastery Test v3

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#### QUESTION 1

Which of the following is a reason that a General Counsel of Litigation might be interested in IBM eDiscovery Management?

- A. Excess, unpredictable and rising legal and eDiscovery costs
- B. Matter "handshakes" between legal and outsourced attorneys
- C. It can cost \$3,500 per custodian to review for eDiscovery
- D. Artificial intelligence can now completely replace the review of collected documents by attorneys

Correct Answer: A

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#### QUESTION 2

Who are the two primary technology decision makers and influencers for Content Manager OnDemand solutions?

- A. Chief Information Officer and IT Director
- B. Chief Customer Officer and CFO
- C. Chief Marketing Officer and Chief Compliance Officer
- D. Chief Credit Officer and Chief Audit Executive

Correct Answer: A

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#### QUESTION 3

What are the advantages of offering a single Advanced Imaging solution that combines document capture, workflow, business process and case management, and the repository?

- A. Companies prefer to have fewer vendors for their business technology
- B. Offers complete control over the document lifecycle from the moment it is created through the processing to storage and disposal
- C. Companies who can digitize paper immediately and provide workers controlled access to documents based on permissions and job-role remain compliant with government regulations about the handling of private data
- D. All of the above

Correct Answer: D

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#### QUESTION 4

IBM Case Manager includes key differentiators across the competition including:



- A. Based on an industry leading BRMS (business rules) platform
- B. Rapid time-to-value with template support and a LOB based design environment
- C. Based on an industry leading collaboration platform
- D. All of the above

Correct Answer: B

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#### QUESTION 5

Who are the 5 information stakeholders within an organization represented in the Information Governance Reference Model (IGRM)?

- A. Legal,RIM,IT, Business and Privacy/Security
- B. Legal, IT,Facilities,Business and RIM
- C. Legal,Business,C-Suite, IT and Privacy/Security
- D. None of the above

Correct Answer: A

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