



M2070-740^{Q&As}

IBM Enterprise Content Management Sales Mastery Test v3

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QUESTION 1

In Malaysia Bii Maybank eliminated the time it takes to open a new account and dramatically increased customer satisfaction in the process. By how much did Bii Maybank reduce account opening time?

- A. 22 percent
- B. 33 percent
- C. 41 percent
- D. 60 percent

Correct Answer: D

QUESTION 2

Which IBM bundle comes with Content Navigator?

- A. IBM Content Foundation
- B. IBM Connections ContentManager
- C. IBM Connections Enterprise Content Edition
- D. A and C

Correct Answer: D

QUESTION 3

Customers that require Social Tools like blogs and wikis and Back-office ECM solutions also need:

- A. IBM Content Navigator
- B. IBM Connections Enterprise Content Edition
- C. IBM Connections ContentManager
- D. IBM WebSphere Portal

Correct Answer: B

QUESTION 4

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

QUESTION 5

Which common retention schedule gaps are resolved by the IBM Records and Retention Management solution?

A. Linkage of relevant legal citations to each of the record classes

B. Efficient management and application of their retention schedules across multiple jurisdictions

C. Enforce certified records management practices on electronically stored information

D. All of the above

Correct Answer: B

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