



M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

Dynamic instantiation of configurable models supports which type of configuration challenge?

- A. Measurement driven configurations
- B. Visualization of configurations
- C. Delta Bill of Material calculations
- D. Nested Configurations

Correct Answer: A

Reference:

http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.visua.lmodeler.doc%2Ffc_VM_DynamicInstantiation.html

QUESTION 2

In which deployment option is the Salesforce.com integration supported?

- A. IBM Sterling CPQ on premise
- B. IBM Sterling CPQ SaaS Premium
- C. IBM Sterling CPQ on Cloud
- D. All of the above.

Correct Answer: D

QUESTION 3

How do today's customers interact with a brand?

- A. Customers expect the brand to provide a seamless and consistent cross-channel experience.
- B. Customers expect a dedicated and independent system for each channel for more focused service.
- C. Customers are increasing using only a single channel for all their interactions.
- D. None of the above.

Correct Answer: A



Reference:

ftp://ftp.software.ibm.com/software/solutions/soa/pdfs/FINAL_Cross_channel_Commerce_b_rochure.pdf

(page 2, second paragraph, right column)

QUESTION 4

The ability to have multiple quotes assigned to a single opportunity enables sales people to _____.

- A. find the optimal price point of a quote
- B. handle approvals of quotes
- C. make quote negotiations more effective since alternative quotes can be presented to a prospect
- D. Both A and B.

Correct Answer: D

QUESTION 5

Which functionality is NOT included if a customer has a license for 100 IBM Sterling CPQ Direct Sales users?

- A. Manage orders placed from quotes through IBM Sterling Call Center.
- B. Salesforce.com integration.
- C. Ability to create catalog and pricing data in Sterling.
- D. Ability to use the configurator APIs for building of custom mobile apps for enterprise sales people on the road.

Correct Answer: D

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