M8010-238^{Q&As}

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QUESTION 1

Why do prospects need enterprise strength CPQ solution?

A. Sales reps are too aggressive in their discounting.

B. Sales reps do not know the products well and require help in recommending the best product that fit their prospects needs.

C. Homegrown tools are expensive to maintain and spreadsheet solutions are always out of date.

D. All of the above.

Correct Answer: A

QUESTION 2

IBM Sterling Order Management was built for multi-enterprise business processes in which of the following business models?

A. B2B

B. B2C

C. B2B, B2C

D. B2B, B2C, B2B2B, B2B2C

Correct Answer: C

Reference: http://www-01.ibm.com/software/genservers/commerceproductline/ (first paragraph, last sentence)

QUESTION 3

In order to price a deal using the IBM Sterling quoting capability, what deal knowledge is required by selling partners?

A. The number of selling partners who will use Field Sales.

B. PVUs required in order to run IBM Sterling Quotes.

C. The number of internal sales people who will use Field Sales.

D. Millions of quote lines per year created by selling partners.

Correct Answer: B

QUESTION 4

Which of the following components is included in the standard IBM Sterling Order Management solution bundle?

A. Pricing and Promotions

B. Global Inventory Visibility

C. Product Configurator

D. Marketing

Correct Answer: B

Reference: http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf (page 4, third last bulleted point on the page)

QUESTION 5

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%

2Fc_VM_DynamicInstantiation.html

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