



# M8010-238<sup>Q&As</sup>

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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### QUESTION 1

What are approval rules?

- A. Rules that if triggered approve discounts given on a quote.
- B. Rules that determine who has to approve next.
- C. Rules that are programmed into the system to facilitate approval workflow.
- D. Rules that determine if an approval is necessary for a quote.

Correct Answer: D

Reference: [http://www-05.ibm.com/cz/events/ibmforum2012/pdf/1\\_S-Commerce\\_2\\_13-55\\_Product-Perspective\\_H-Erdem.pdf](http://www-05.ibm.com/cz/events/ibmforum2012/pdf/1_S-Commerce_2_13-55_Product-Perspective_H-Erdem.pdf) (slide 24, second last bulleted point)

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### QUESTION 2

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%2Fvc\\_vm\\_dynamicinstantiation.html](http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.visua.lmodeler.doc%2Fvc_vm_dynamicinstantiation.html)

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### QUESTION 3

What does WebSphere Commerce "Customer Interaction Platform" strategy enables businesses to do?

- A. Sell on the web.
- B. Sell across multiple channels.
- C. Connect web and in-store experience.
- D. Monitor all customer interactions.



Correct Answer: B

Reference: <http://publib.boulder.ibm.com/infocenter/wchelp/v7r0m0/index.jsp?topic=%2Fcom.ibm.commerce.admin.doc%2Fconcepts%2Fcovoverall.htm> (second paragraph)

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#### QUESTION 4

What are the complexities that an enterprise strength configurator solution must be able to handle?

- A. Meet the functional requirements of the configuration problem at hand.
- B. Make it easy for various user types to configure a solution.
- C. Provide acceptable response times even if models grow large.
- D. All of the above.

Correct Answer: C

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#### 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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