



M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

Pass IBM M8010-238 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.geekcert.com/m8010-238.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by IBM Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

What is a key marketing capability in the WebSphere Commerce platform?

- A. Marketing experimentation (a/b testing)
- B. Marketing resource management
- C. Marketing analytics
- D. Campaign planning

Correct Answer: D

QUESTION 2

What are the 2 Smart Applications examples for IBM Sterling CPQ?

- A. Provides Discount Advisor for sales people and calculates Customer Ratings for dynamic approval limits.
- B. Provides Discount Advisor for sales people and many CPQ related standard reports.
- C. CPQ Datamart and CPQ standard reports.
- D. Approval sequence and Customer Ratings for dynamic approval limits.

Correct Answer: A

Reference: ftp://ftp.software.ibm.com/software/commerce/Sterling_customers/IBM_Sterling_Selling_and_Fulfillment_Suite_Helps_You_Improve_FINAL.pdf (slide 15 and 16)

QUESTION 3

WebSphere Commerce helps businesses to deliver and manage BRAND EXPERIENCE across which of the following channels and touchpoints?

- A. All direct channels.
- B. All direct channels including mobile touchpoints.
- C. Both direct and extended channels like social networks.
- D. Web, mobile, call center, and in-store.

Correct Answer: C

Reference: http://www-01.ibm.com/software/genservers/commerce/commerce_enhancements_v7/ (see What we offer and check mobile commerce and social commerce)



QUESTION 4

What type of capability is NOT provided by Delivery and Services Scheduling?

- A. Ability to schedule appointment at the time of creating an order.
- B. Ability to determine the best delivery crew or service provider.
- C. Ability to setup warranty based annual service maintenance schedules.
- D. Ability to connect Inventory availability with crew availability.

Correct Answer: B

Reference:

<http://public.dhe.ibm.com/common/ssi/ecm/en/zzd03092usen/ZZD03092USEN.PDF> (page 1, second paragraph, page 2, first paragraph)

QUESTION 5

What are the solution capabilities of WebSphere Commerce platform?

- A. Sell across direct and extended channels.
- B. Support for marketing and merchandizing across channels.
- C. Both A and B.
- D. Manage enterprise wide product and customer information

Correct Answer: C

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

[Latest M8010-238 Dumps](#)

[M8010-238 PDF Dumps](#)

[M8010-238 VCE Dumps](#)