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QUESTION 1

What types of changes CANNOT be done in the CPQ on Cloud deployment mode?

A. Configuration of foundation and channels.

B. Interfaces to 3rd party software packages.

C. UI stylesheets

D. Extend DB

Correct Answer: B

QUESTION 2

What are manual pricing rules?

A. Pricing rules that are automatically applied to a quote by the system.

B. Pricing rules that are suggested by the system for a sales rep to use in a quote.

C. Pricing rules that always require approval by a sales manager if applied.

D. Pricing rules that allow discounting of shipping costs.

Correct Answer: B

Reference:

http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.gettin gstarted.doc%

2Fgettingstarted.html

QUESTION 3

In what phase of the Smarter Commerce lifecycle does WebSphere Commerce solution fit into?

A. Sourcing and procurement of goods and services.

B. Servicing customer needs across multiple channels.

C. Selling and fulfillment across channels.

D. Personalization and marketing across all channels

Correct Answer: C

QUESTION 4

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 5

What business models does WebSphere Commerce support?

A. B2C eCommerce

B. B2C and B2B eCommerce

C. B2C, B2B and indirect selling including B2B2C

D. B2C, B2B and Supply Chain

Correct Answer: C

Reference: http://www.redbooks.ibm.com/redbooks/pdfs/sg247588.pdf

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