P1000-004^{Q&As}

IBM Omni-Channel Commerce Solutions Technical Mastery v1

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QUESTION 1

Which is an IBM Commerce Software opportunity that you should NOT pursue?

A.

A company looking for both B2C and B2B commerce capabilities.

B. A company looking for a SaaS, eCommerce offering that can support HIPPAand Fedramp compliance requirements.

C. A company that wants to reduce risk and costs of their eCommerce operational activities around maintenance, infrastructure and security.

D. A company that wants to build and manage multiple storefronts on a single platform.

E. A company that needs to manage B2B contracts, offer account-specific pricing, and a filtered catalog for their products.

Correct Answer: B

QUESTION 2

Which audience is best suited for IBM Configure Price Quote?

A. B2B2CandB2G

B. B2Conly

C. B2B. B2C and B2B2C

D. B2Bonly

Correct Answer: D

QUESTION 3

Which of the following BEST describes the IBM Watson Commerce Insights\\' Assistant feature?

A. Alerts the merchandiser when the inventory is running low on preselected items in the assortment

B. Detects abnormal business conditions, such as revenue impact, along with supporting evidence and recommended actions

C. Compiles all of the frequently used users reports into one dashboard view for easy access

D. Identifies abandoned shopping carts, and can be configured to send a report to the marketer or automatically send a reminder email to the customer

Correct Answer: B

QUESTION 4

A client is challenged with staying up-to-date on releases and maintaining consistent up-uptime. The client also runs a mission-critical eCommerce solution and requires speedy disaster recovery turnaround.

Which IBM Commerce Software offering package is MOST appropriate to position to this client?

A. WebSphere Commerce Managed Hosted - Essentials Edition

B. WebSphere Commerce Managed Hosted - Standard Edition

C. WebSphere Commerce On-Premise Professional Edition

D. WebSphere Commerce On-Premise Enterprise Edition

Correct Answer: B

QUESTION 5

When meeting with the VP of eCommerce for a retailer, which IBM Commerce Software prospecting question is the MOST appropriate?

A. Is your inventory in one channel visible and usable by other channels?

B. How effectively can you to deliver timely, relevant and personalized content, information and promotions to customers?

C. What are the biggest challenges facing your stores today?

D. How much time does your Sales Reps spend in the field versus in systems to get a quote out to the customer?

Correct Answer: B

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