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IBM Omni-Channel Commerce Solutions Technical Mastery v1

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QUESTION 1

What is a typical large size deal for IBM WebSphere Commerce Managed Hosted?

A. S30-50K per month

B. S25-30K per month

C. S15-S25K per month

D. $50K+per month

Correct Answer: B

QUESTION 2

Which three statements are true for IBM Commerce Software: Starter Stores?

A. Starter Stores are available for B2C web store implementation only

B. Starter Stores are available for both B2B and B2C web store implementations

C. Starter Stores do not offer support for unstructured content such as how-to videos and user manuals

D. Start Stores include pre-built widgets to help quickly and build store pages

E. Starter Stores are quick and easy to implement, and eliminate or minimize reliance on IT support

Correct Answer: BDE

QUESTION 3

Omni-Channel Commerce solutions is a part of what category/categories?

A. Watson Commerce only

B. Watson Marketing and Watson Commerce

C. Watson Supply Chain only

D. Watson Marketing only

Correct Answer: A

QUESTION 4

What key market force is creating an opportunity for IBM Configure Price Quote (CPQ) to provide value for clients?

A. Companies that sell complex configured products are looking to CPQ to drive over a 100% increase in an average

deal size.

B. For companies that sell complex products and services, and has inventory concerns, deploying CPQ technology would meet their needs

C. B2B purchasers feel that buying from a website is more convenient.

D. B2B purchasers feel that buying face-to-face is more convenient and personal.

Correct Answer: C

QUESTION 5

Which challenge does IBM Configure Price Quote\'s approval process pipeline address for a VP of Sales?

A. Standardize quotes and reduce the amount of time required to approve quotes

B. Enable field sellers to create and approve promotions during the quoting process

C. Reduce error rates in the quoting process

D. Quickly view and sell recommended Items that will complement existing products

Correct Answer: A

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