



P1000-004^{Q&As}

IBM Omni-Channel Commerce Solutions Technical Mastery v1

Pass IBM P1000-004 Exam with 100% Guarantee

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

<https://www.geekcert.com/p1000-004.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

When meeting with the VP of Merchandising about IBM Watson Commerce Insights, which prospecting question would be MOST appropriate?

- A. How valuable would it be to see real-time site metrics and business data, in context of the customer experience?
- B. What is your biggest challenge in creating promotions that drive sales?
- C. What are you looking for in a Commerce Platform?
- D. What would it mean to your business if you could make and implement pricing changes in seconds not hours?

Correct Answer: A

QUESTION 2

When meeting with the Head of eCommerce for IBM Dynamic Pricing, which prospecting question would be most appropriate to establish our solution as a leader in the pricing space?

- A. Do you have a way to strategically group and price items with low competitive price elasticity?
- B. What is your process for creating a price quote for a complex and configurable product?
- C. What steps are you taking to streamline the channel to improve your brand image?
- D. What are your plans for sales or sku growth over the next three years?

Correct Answer: D

QUESTION 3

Which Omni-Channel Commerce offering gives brands the ability to optimally adjust prices, potentially multiple times a day, based on internal and external factors?

- A. IBM Store Engagement
- B. IBM Marketing Personalization
- C. IBM Dynamic Pricing
- D. IBM Configure, Price, Quote

Correct Answer: C

QUESTION 4

What is a key question to help challenge the thinking of a prospect and position IBM as a Commerce market leader?



- A. How would sales improve if you could intelligently present products and content to customers that spoke to them personally?
- B. Is your EDI software aging, or out of support?
- C. What are you doing today to deliver more personalized marketing campaigns to increase customer engagement?
- D. Do you lack inventory visibility, thereby creating higher costs?

Correct Answer: A

QUESTION 5

Which primary challenge does IBM Configure Price Quote's cross-sell and upsell functionality address for the VP of eCommerce?

- A. The ability to validate all configurations to reduce error rates
- B. The ability to simplify complex configurations and control batch discounts
- C. A guided selling experience for field sellers, with an intuitive user interface
- D. Increase quote lines and revenue

Correct Answer: D

[P1000-004 PDF Dumps](#)

[P1000-004 VCE Dumps](#)

[P1000-004 Braindumps](#)