



P2020-795^{Q&As}

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QUESTION 1

A retail chain is considering a supply chain management system based on IBM Decision Optimization technology. A discovery workshop has been offered. It is critical that the customer attendees include:

- A. Supply chain planners, management and representatives from IT.
- B. Chief Technology Officer and Chief Operations Officer.
- C. Store managers and merchandisers.
- D. Chief Financial Officer, Chief information Officer and marketing managers.

Correct Answer: B

QUESTION 2

A client invites a technical seller to a meeting in order to discuss a new Sales and Operations Planning RFI they just issued. During the discussion they ask about what's unique about IBM Decision Optimization's value proposition. Knowing that they mentioned either using a packaged solution or a custom solution, the technical seller should answer that the offering is unique due to:

- A. No one else can develop custom solutions as timely as IBM
- B. Decision Optimization has a solution based upon an existing SAP connector only.
- C. IBM has a unique combination of skills, flexible platform and industry know how.
- D. IBM has multiple references to offer this prospect.

Correct Answer: C

QUESTION 3

A large logistics company asked IBM for help with a vehicle routing solution to improve their operational efficiency. Which metric could an IBM Decision Optimization based solution directly help improve and, as a result, generate the most cost savings for the client?

- A. maintenance frequency
- B. placement of truck sensors
- C. driver retention rate
- D. total miles driven

Correct Answer: C

QUESTION 4



A technical seller has been invited to an initial meeting with a client. In advance, the client has provided some details regarding their business problem and pain points, as well as some data showing the opportunity for optimization. The sales team is setting high expectations to make a strong initial impression on this client. Their goal for this meeting is to demonstrate the potential for a high level of return from a Decision Optimization solution. To achieve this goal the technical seller should deliver

- A. Proof of Concept because it uses client data.
- B. Proof of Concept as this is the best way to focus on the client's requirements during the preparation effort.
- C. demo, to provide an initial high-level view of the product, emphasizing key features and prompting useful feedback.
- D. demo, as it requires a minimal investment of effort

Correct Answer: B

QUESTION 5

A customer is looking for a solution to determine the best staff levels at their service centers while considering variability in arrival rates of service tickets and duration to resolve them. Which IBM offering will the technical seller propose to the customer?

- A. CPLEX Optimization Studio
- B. SPSS Modeler
- C. Decision Optimization Center with Uncertainty Toolkit
- D. cloud

Correct Answer: C

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