P2020-795 Q&As

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

While the components of a product demonstration will vary depending upon the requirements of the prospective customer, a best practice for all successful product demonstrations is to:

A. Cover as many features as possible in order to impress the prospect.

B. Lead with a description of the product architecture.

C. Start by describing all input data before showing the solution.

D. Focus on 2-5 key features and summarize their benefits.

Correct Answer: D

QUESTION 2

A customer wants to provide a web based user interface (UI) to its business users for reviewing the Key Performance Indicators of their production schedule. They maintain this as a master scenario in Decision Optimization Center (DOC) based solution. Which DOC feature can be leveraged for developing a reviewer web UI?

A. Decision Optimization Center CPLEX Server

B. Decision Optimization Center Data Server

C. Decision Optimization Center Client

D. Decision Optimization Center REST API

Correct Answer: C

QUESTION 3

During the past 2 weeks a technical seller has been working on a POC. Following the presentation the client says that additional functionalities are needed for the POC to have the required impact. The client asked the technical sales team to come back to present the updated version within 2 weeks. The technical seller\\'s assessment when reviewing the request is that the additional functionalities will require a heavy workload and will require one month to complete. A best practice for the technical seller in this case is:

A. Ask for more time in order to deliver the required additional functionalities.

B. Send an email to the client saying that the additional functionalities weren\\'t part of the original scope.

C. Request a session with the client to re-assess the situation and agree on follow-up actions including potential prioritized POC improvements

D. Define priorities to be able to show as much additional functionalities as possible.

Correct Answer: C

QUESTION 4

A technical seller is conducting an IBM Decision Optimization Discovery Workshop with a client. Which impacts of an optimization system on business processes should be discussed with the client at this time?

A. An optimization system does not affect existing business processes.

B. The processes for an optimization system and the existing processes need to be executed in parallel.

C. An optimization system necessarily introduces new business processes different from the existing processes.

D. An optimization system can improve automation of the existing processes.

Correct Answer: D

QUESTION 5

Which differentiates IBM Decision Optimization solutions against packaged solutions?

A. The upfront cost is often significantly lower compared to packaged solutions.

B. They are easier and faster to install and get up and running.

C. They offer unique competitive advantage with no custom development required.

D. They can evolve in the future to address changes in business requirements.

Correct Answer: A

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