P2020-795 Q&As

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

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 2

A large paper manufacturer makes standard and specialty papers. The production process makes batches of long rolls of paper Individual customer orders can be accommodated by cutting the rolls into segments of varying widths. They have requested that IBM develop an optimization solution that improves their operational efficiency. Which is an appropriate goal to be optimized in this situation?

A. Reduce scrap loss.

B. Verify all customer orders.

C. Estimate set-up times between orders.

D. Design a color pattern for each roll processed.

Correct Answer: A

QUESTION 3

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which situation requires further discovery?

A. The project budget is not yet fixed.

B. The client has not yet provided data for a proof of concept.

C. The key stakeholders have not attended the workshop sessions.

D. The Time To Pay value cannot exactly be determined.

Correct Answer: B

QUESTION 4

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which outcomes are essential to conclude the discovery?

A. An understanding of the business situation as well as the technical and financial information.

B. An understanding of the business situation as well as the solution overview and the solution approach.

C. The stakeholders being convinced as well as the technical and financial information.

D. The definition of a Proof of Concept has been established as well as the solution overview and the solution approach

Correct Answer: B

QUESTION 5

A retail organization is looking to develop a supply-chain planning application. They are open to either on-premise or cloud deployment. Which would be the stronge

A. The prospect prefers to model in OPL.

B. The proposed model is combinatorially complex.

C. The source data resides in an Oracle database.

D. The model only needs to be run once a quarter.

Correct Answer: A

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