



P2020-795^{Q&As}

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

A customer is looking for a Sales and Operations Planning (SandOP) solution that allows their business users to make qualitative adjustments to demand plan, create optimized operations plan and perform financial analysis. Which of the following products are best suited for developing such a solution?

- A. Cognos TM1 with DOcloud
- B. Decision Optimization Center with DOcloud
- C. CPLEX Optimization Studio with DOcloud
- D. SPSS with DOcloud

Correct Answer: A

QUESTION 2

After reviewing IBM Decision Optimization offerings, a customer gets interested in the Decision Optimization Center (DOC) product. The customer's requirement is for a development environment and a multi-user collaborative deployment environment. Which DOC components will the technical seller recommend?

- A. DOC Developer Edition, DOC CPLEX Server and DOC Client
- B. DOC Developer Edition, DOC Data Server, DOC CPLEX Server and DOC Client
- C. DOC Developer Edition and DOC Planner
- D. DOC Developer Edition, DOC Data Server, DOC Client

Correct Answer: B

QUESTION 3

At an initial meeting, the prospect asks for an estimate of the ROI for a custom optimization solution. A suitable next step would be to:

- A. Offer an evaluation copy of CPLEX.
- B. Offer to develop a detailed Proof of Concept.
- C. Suggest a Discovery Workshop to clarify the business use case and scope a solution.
- D. Explain that ROI is difficult to estimate, but always significant

Correct Answer: C

QUESTION 4



A prospect is considering potential implementations of decision optimization and business intelligence. Which best describes the relationship between these two technologies?

- A. Business Intelligence provides valuable insight into data that complements Decision Optimization.
- B. Decision Optimization requires implementation of Business Intelligence.
- C. C. Business Intelligence and Decision Optimization serve the same purpose. There is no value in implementing both
- D. Business Intelligence and Decision Optimization are completely distinct and not suitable for integration.

Correct Answer: A

QUESTION 5

A key feature distinguishing IBM Decision Optimization from Predictive Analytics is:

- A. Decision Optimization results are more accurate.
- B. Decision Optimization results provide optimized actionable plans.
- C. Decision Optimization results are easier to implement.
- D. Decision Optimization results require less data.

Correct Answer: C

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