P2020-795 Q&As

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

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 clients 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 2

A cruise company wants to develop a web based application for recommending cruise packages based on preferences selected by its customers. An optimization model developed for generating cruise recommendations needs to be populated by data passed from web front end in the form of a JSON document. Which IBM Decision Optimization feature is well suited for running the optimization model in the deployment environment?

A. Decision Optimization Center CPLEX Server

B. Decision Optimization Center Data Server

C. CPLEX Enterprise Server

D. OPL Java API with custom REST service

Correct Answer: D

QUESTION 3

Al 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

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 5

A technical seller conducts the business section of an IBM Decision Optimization Discovery Workshop with the client. It is important that the technical seller:

A. Understand the financial, managerial and time constraints that exists as well as give a solution overview.

B. Illustrate IBM\\'s capabilities with success stories as well as give a solution overview.

C. Understand the financial, managerial and time constraints that exist as well as make sure that the business problem is clearly expressed

D. Discuss the IT architecture as well as make sure the business problem is clearly expressed.

Correct Answer: C

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