P2020-795 Q&As

IBM Decision Optimization Technical Mastery Test v2

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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

The Vice President of production at a company supplying household cleaning supplies and related products tells the technical seller their finished goods inventories are "out of control* leading to frequent stock-outs of some SKUs (stock keeping units) and wastage of outdated product of others. Which benefit would the technical seller indicate can be realized through use of IBM Decision Optimization?

A. An IBM Decision Optimization solution can solve big optimization problems faster than any other product on the market.

B. The company\\'s Operations Research department can easily build a realistic model of the production process.

C. The IBM Decision Optimization solution can hedge the risk of stockouts with robust plans that consider alternative demand scenarios.

D. The IBM Decision Optimization solution can predict where and when supply shortfalls will occur at least 2 weeks in advance

Correct Answer: C

QUESTION 4

A technical seller receives a phone call from a client who requests an evaluation license to run some performance benchmarks for a set of price optimization problems. The client says his company needs to find solutions of good quality in less than an hour and is comparing multiple engines. The technical seller only needs to understand:

A. Whether he needs support during his evaluation period and the evaluation timeline

B. When the evaluation period will need to start and the length of it.

C. The other engines actual performance, and what a solution of good quality means exactly to their business.

D. The number of users who will access it.

Correct Answer: C

QUESTION 5

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

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