P2020-795 Q&As

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

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 2

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

QUESTION 3

A technical seller can identify an IBM Decision Optimization Center (DOC) opportunity versus an IBM CPLEX opportunity when the customer\\'s:

A. IT team is interested in embedding the engine into a proprietary application.

B. OR team wishes to link the engine to IBM SPSS Modeler.

C. Business users want the ability to run what-if analysis and scenario comparisons.

D. OR team has an existing OPL model and would like to solve it on a single desktop

Correct Answer: C

QUESTION 4

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 5

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

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