

Exam : **00M-646**

Title : IBM WebSphere Sales
Mastery Test v5

Version : Demo

1. Per the Business Process Improvement with BPM Whiteboard discussion, the BPM capabilities include:

- A. Automation, monitoring, optimization, governance, and integration.
- B. Modeling, integration, optimization, governance, and security.
- C. Discovery, automation, monitoring, analysis, and governance.
- D. Automation, discovery, optimization, analysis, and governance.

Answer: C

2. The goal of the application life cycle discovery conversation is to:

- A. Introduce WebSphere application development products.
- B. Debate the real costs of open source middleware.
- C. Uncover the challenges of open source adoption.
- D. Introduce customer references.

Answer: A

3. Which PartnerWorld resource would you leverage to find out about promotions, programs, and Announcements.?

- A. Sales Plays
- B. WebSphere Virtual Sales Assistant
- C. WebSphere Feature Packs
- D. WebSphere Top Gun Offerings

Answer: A

4. Using analytics to determine next steps in process improvement enables:

- A. Implementation of new business rules by business analysts.
- B. Improved alignment of ROI and process performance.
- C. Comparisons of current operational performance with trends, which provides actionable information about how to further improve business processes.
- D. Faster financial approval of process improvement projects.

Answer: C

5. What WebSphere capability enables consistent application responsiveness during spikes in demand?

- A. Mediation services
- B. Business transaction integrity
- C. Elastic caching
- D. Business activity monitoring

Answer: C

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