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IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

IBM Sterling Configurator can be integrated with other applications. What specific characteristic makes it easy to accomplish such integrations?

A. Configurator engine design is based on open standards such as XML and JAV

B. Configurator engine has great performance and scalability characteristics.

C. Configurator engine is a stateless engine.

D. All of the above.

Correct Answer: B

Reference:

ftp://public.dhe.ibm.com/common/ssi/ecm/en/zzd03084usen/ZZD03084USEN.PDF (page 2, table, first

row)

QUESTION 2

In which of the core business areas of the Smarter Commerce initiative does IBM Sterling Order Management solution fit into?

A. Buy

B. Market

C. Sell and Service

D. Service

Correct Answer: A

Reference: http://www.ibm.com/smarterplanet/us/en/smarter_commerce/overview/#body_service

QUESTION 3

What are the 2 Smart Applications examples for IBM Sterling CPQ?

A. Provides Discount Advisor for sales people and calculates Customer Ratings for dynamic approval limits.

B. Provides Discount Advisor for sales people and many CPQ related standard reports.

C. CPQ Datamart and CPQ standard reports.

D. Approval sequence and Customer Ratings for dynamic approval limits.

Correct Answer: A

Reference:ftp://ftp.software.ibm.com/software/commerce/Sterling_customers/IBM_Sterling_Selling_and_Fulfillment_Suite_Helps_You_Improve_FINAL.pdf (slide 15 and 16)

QUESTION 4

What component of IBM Sterling Order Management allows companies to efficiently handle returns and exchange processes?

A. Sterling Collaboration Network

B. Reverse Logistics

C. Sourcing and Scheduling

D. Vendor Management

Correct Answer: B

Reference: http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf (Page 6, 3rd paragraph)

QUESTION 5

What product(s) from the IBM Sterling Configure Price Quote (CPQ) bundle are required to provide product configurator capabilities through a Web Channel?

A. All the products of the IBM Sterling CPQ bundle.

B. IBM Sterling Configurator add-on to WebSphere Commerce.

C. IBM Sterling Configurator Order Management add-on.

D. The channel usage does not determine what products of the IBM Sterling CPQ bundle are needed.

Correct Answer: B

Reference: http://publib.boulder.ibm.com/infocenter/wchelp/v7r0m0/index.jsp?topic=%2Fcom.ibm.com merce.sterlingconfigurator.doc%2Ftasks%2Ftya_installvm.htm

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QUESTION 6

In order to price a deal using the IBM Sterling quoting capability, what deal knowledge is required by selling partners?

A. The number of selling partners who will use Field Sales.

B. PVUs required in order to run IBM Sterling Quotes.

C. The number of internal sales people who will use Field Sales.

D. Millions of quote lines per year created by selling partners.

Correct Answer: B

QUESTION 7

Dynamic instantiation of configurable models supports which type of configuration challenge?

A. Measurement driven configurations

B. Visualization of configurations

C. Delta Bill of Material calculations

D. Nested Configurations

Correct Answer: A

Reference:

http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.visua lmodeler.doc%

2Fc_VM_DynamicInstantiation.html

QUESTION 8

In what phase of the Smarter Commerce lifecycle does WebSphere Commerce solution fit into?

A. Sourcing and procurement of goods and services.

B. Servicing customer needs across multiple channels.

C. Selling and fulfillment across channels.

D. Personalization and marketing across all channels

Correct Answer: C

QUESTION 9

In which deployment option is the Salesforce.com integration supported?

A. IBM Sterling CPQ on premise

B. IBM Sterling CPQ SaaS Premium

C. IBM Sterling CPQ on Cloud

D. All of the above.

Correct Answer: D

QUESTION 10

IBM Sterling Order Management enables commerce across a _____.

A. Dynamic Business Network

B. Wide Area Network

C. Storage Area Network

D. EDI Network

Correct Answer: A

Reference: http://www-142.ibm.com/software/products/us/en/category/SWH00 (topic: order management)

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