

# M2070-740<sup>Q&As</sup>

IBM Enterprise Content Management Sales Mastery Test v3

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**QUESTION 1**

Which of the following would most likely appeal to the Legal role/staff within an organization?

- A. Analytics
- B. Archiving
- C. Discovery
- D. Disposal

Correct Answer: C

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**QUESTION 2**

If a bank eliminates daily courier pickups by scanning documents in the branch, approximately how many US dollars will it save per branch per day?

- A. 3 dollars
- B. 40 dollars
- C. 70 dollars
- D. 120 dollars

Correct Answer: C

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**QUESTION 3**

Which IBM bundle comes with Content Navigator?

- A. IBM Content Foundation
- B. IBM Connections ContentManager
- C. IBM Connections Enterprise Content Edition
- D. A and C

Correct Answer: D

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**QUESTION 4**

What are the key characteristics of ICM target customers?

- A. Highly regulated industries

- B. Industries where the product is often document: Financial Service. Banking and Insurance
- C. Industries where a lot of responsibility is given to the decisions of individual knowledge workers
- D. All of the above

Correct Answer: D

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**QUESTION 5**

Which of these groups are OnDemands major competitors?

- A. CA, Microsoft, SAP
- B. ASG/Mobius, EMC, CA
- C. Oracle, SAS, Apple
- D. EMC, Microsoft, Oracle

Correct Answer: B

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