

M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

What are manual pricing rules?

- A. Pricing rules that are automatically applied to a quote by the system.
- B. Pricing rules that are suggested by the system for a sales rep to use in a quote.
- C. Pricing rules that always require approval by a sales manager if applied.
- D. Pricing rules that allow discounting of shipping costs.

Correct Answer: B

Reference:

<http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.gettingstarted.doc%2Fgettingstarted.html>

QUESTION 2

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 3

How can you make Business flows configurable and adaptive in Order Management?

- A. By doing a value chain analysis.
- B. By altering the process model.
- C. With customization.
- D. With change request management.

Correct Answer: C

QUESTION 4

What are the characteristics that ensure best performance and scalability of the configuration engine?

- A. Stateless design
- B. Model caching
- C. Both A and B
- D. Runtime XML files for models

Correct Answer: A

QUESTION 5

Why do prospects need enterprise strength CPQ solution?

- A. Sales reps are too aggressive in their discounting.
- B. Sales reps do not know the products well and require help in recommending the best product that fit their prospects needs.
- C. Homegrown tools are expensive to maintain and spreadsheet solutions are always out of date.
- D. All of the above.

Correct Answer: A

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