

M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

Which of the following components is included in the standard IBM Sterling Order Management solution bundle?

- A. Pricing and Promotions
- B. Global Inventory Visibility
- C. Product Configurator
- D. Marketing

Correct Answer: B

Reference: <http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf> (page 4, third last bulleted point on the page)

QUESTION 2

What functionality supports Move Add Cancel Delete (MACD) process for service configurations?

- A. Lock contracted prices.
- B. Execute date validations.
- C. Comparison of current with new/changed configurations.
- D. All of the above

Correct Answer: C

QUESTION 3

IBM Sterling OM provides a single order repository that enables a user to modify, update or track all orders real-time for what type of channel?

- A. Field Sales
- B. Retail Store
- C. Call Center
- D. Any combination of channels.

Correct Answer: D

Reference: <http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf> (Page 5, table1)

QUESTION 4

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 5

How do today's customers interact with a brand?

- A. Customers expect the brand to provide a seamless and consistent cross-channel experience.
- B. Customers expect a dedicated and independent system for each channel for more focused service.
- C. Customers are increasing using only a single channel for all their interactions.
- D. None of the above.

Correct Answer: A

Reference:

ftp://ftp.software.ibm.com/software/solutions/soa/pdfs/FINAL_Cross_channel_Commerce_b_rochure.pdf

(page 2, second paragraph, right column)

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