

P1000-015^{Q&As}

IBM B2B Collaboration Solutions Technical Mastery v2

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QUESTION 1

What is a good approach to address the following B2B Collaboration solutions opportunity? A company needs to reduce manual entry for key business systems and increase business efficiencies while reducing errors.

- A. Provide personalized content in real-time across all channels
- B. Automate processes to eliminate manual entries that are prone to errors
- C. Design Web Forms to reduce errors by standardizing data entries
- D. Give customers relevant and consistent experiences with next best action recommendations

Correct Answer: B

QUESTION 2

Which IBM strength should be highlighted when going against competitors in the B2B/MFT space?

- A. IBM tools include Watson, which can automatically build data maps
- B. IBM's B2B Solutions are tightly integrated with our WebSphere Commerce platform
- C. IBM is a very strong in Security and this solution has never been breached
- D. IBM B2B/MFT Solutions are available in 10 languages

Correct Answer: B

Reference: <https://www.ibm.com/case-studies/elektronabavawebspherecommerce>

QUESTION 3

What is the core functionality of PEM?

- A. Onboard and manages a company's trading partners
- B. Automatically created EDI data maps
- C. Facilitates the secure exchange of EDIFACT data from one computer to another through a network
- D. Transports, translates and tracks data

Correct Answer: A

QUESTION 4

When configuring a solution for MFT customers, which product should always be considered?

- A. Sterling Secure Proxy
- B. Gentran
- C. Order Management
- D. Supply Chain Insights

Correct Answer: A

Reference: <https://www.ibm.com/blogs/watson-customer-engagement/2017/09/25/7-ways-ibm-leadingsecurity-push-managed-file-transfer-mft/>

QUESTION 5

Which two statements about providing sales quotes for Watson Supply Chain offerings are correct?

- A. Quotes are based on part numbers and the quantity required, and other factors such as historical spend with IBM
- B. Sales reps do not need to check the Global Watch List
- C. The manager is required to review every quote before it is released
- D. To encourage cross-selling, quotes are based on the number of solutions purchased by the client location only
- E. Sellers must use quotes generated from the SQO system

Correct Answer: AB

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