

P2020-795^{Q&As}

IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

A retail organization is looking to develop a supply-chain planning application. They are open to either on-premise or cloud deployment. Which would be the strongest?

- A. The prospect prefers to model in OPL.
- B. The proposed model is combinatorially complex.
- C. The source data resides in an Oracle database.
- D. The model only needs to be run once a quarter.

Correct Answer: A

QUESTION 2

While the components of a product demonstration will vary depending upon the requirements of the prospective customer, a best practice for all successful product demonstrations is to:

- A. Cover as many features as possible in order to impress the prospect.
- B. Lead with a description of the product architecture.
- C. Start by describing all input data before showing the solution.
- D. Focus on 2-5 key features and summarize their benefits.

Correct Answer: D

QUESTION 3

A technical seller can identify an IBM Decision Optimization Center (DOC) opportunity versus an IBM CPLEX opportunity when the customer's:

- A. IT team is interested in embedding the engine into a proprietary application.
- B. OR team wishes to link the engine to IBM SPSS Modeler.
- C. Business users want the ability to run what-if analysis and scenario comparisons.
- D. OR team has an existing OPL model and would like to solve it on a single desktop

Correct Answer: C

QUESTION 4

A manufacturer wants to implement Sales and Operations Planning and is considering a packaged application from a major database vendor. Which is a sales point for a solution based on IBM Decision Optimization Center (DOC)?

- A. IBM DOC handles end to end transactions processes.
- B. IBM DOC has a packaged application for Sales and Operations Planning
- C. IBM DOC solutions are customized to the customer's unique business model.
- D. IBM DOC solves linear optimization problems.

Correct Answer: B

QUESTION 5

A large paper manufacturer makes standard and specialty papers. The production process makes batches of long rolls of paper. Individual customer orders can be accommodated by cutting the rolls into segments of varying widths. They have requested that IBM develop an optimization solution that improves their operational efficiency. Which is an appropriate goal to be optimized in this situation?

- A. Reduce scrap loss.
- B. Verify all customer orders.
- C. Estimate set-up times between orders.
- D. Design a color pattern for each roll processed.

Correct Answer: A

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