

M2070-740^{Q&As}

IBM Enterprise Content Management Sales Mastery Test v3

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QUESTION 1

Which of the following could be classified as ROT Data?

- A. Operational records that need to be retained
- B. Records data hidden in piles of unstructured data
- C. Trivial data that has no value to the company or the user
- D. High-value company information that needs to be identified

Correct Answer: C

QUESTION 2

Content Consolidation is best provided by:

- A. IBM Content Manager
- B. IBM Connections Enterprise Content Edition
- C. IBM Content Foundation
- D. None of the above

Correct Answer: C

QUESTION 3

Which of the following is NOT included in the IBM Records and Retention Management solution?

- A. Advanced visualizations and machine learning technology for records classification to help organizations gain insight into data usage, data value, and clean up legacy data
- B. A DoD V5015 Certified Records Management application which supports regulatory compliance for record keeping, automates records capture, records retention and disposition
- C. Statement presentment and report management to generate a fast and significant ROI by reducing print and storage costs
- D. An application to manage the global retention schedule, records taxonomy and legal citation library with auditing support for schedule changes and jurisdictional differences in the retention policy

Correct Answer: C

QUESTION 4

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

QUESTION 5

What is one of the challenges when working with unstructured information?

- A. Centralized information is not available for analysis
- B. Difficulty analyzing and revealing patterns in data
- C. Information governance and security
- D. Hardware maintenance

Correct Answer: B

QUESTION 6

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

QUESTION 7

Which of the following is a reason that a General Counsel of Litigation might be interested in IBM eDiscovery Management?

- A. Excess, unpredictable and rising legal and eDiscovery costs
- B. Matter "handshakes" between legal and outsourced attorneys
- C. It can cost \$3,500 per custodian to review for eDiscovery
- D. Artificial intelligence can now completely replace the review of collected documents by attorneys

Correct Answer: A

QUESTION 8

What are the advantages of offering a single Advanced Imaging solution that combines document capture, workflow, business process and case management, and the repository?

- A. Companies prefer to have fewer vendors for their business technology
- B. Offers complete control over the document lifecycle from the moment it is created through the processing to storage and disposal
- C. Companies who can digitize paper immediately and provide workers controlled access to documents based on permissions and job-role remain compliant with government regulations about the handling of private data
- D. All of the above

Correct Answer: D

QUESTION 9

In Malaysia Bii Maybank eliminated the time it takes to open a new account and dramatically increased customer satisfaction in the process. By how much did Bii Maybank reduce account opening time?

- A. 22 percent
- B. 33 percent
- C. 41 percent
- D. 60 percent

Correct Answer: D

QUESTION 10

Which programming language is NOT required to use IBM Content Navigator?

- A. JavaScript
- B. HTML5
- C. Pascal
- D. CSS

Correct Answer: C