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Exam : **M9550-752**

Title : IBM Smarter Process Sales
Mastery v1

Vendor : IBM

Version : DEMO

NO.1 What are the characteristics of operational decisions that would benefit from being managed with IBM ODM?

- A. Frequent change
- B. Traceability
- C. Auditability
- D. All of the above
- E. None of the above

Answer: E

NO.2 Business Monitor includes IBM Cognos Business Intelligence.

- A. TRUE
- B. FALSE

Answer: A

Explanation:

https://www.ibm.com/support/knowledgecenter/SSFTDH_8.5.5/com.ibm.wbpm.mon.doc/intro/intro_cognos.html

NO.3 When pricing an Intelligent Water solution, what needs to be considered for accurate pricing?

- A. Whether the client is responsible for public or private water management
- B. The estimate on customization and integration work
- C. If the solution will be used to manage waste or fresh water
- D. Try to reduce the overall price by leveraging any and all applicable SWG assets for free

Answer: B

Explanation:

Intelligent Water can help provide input on rate pricing for each user segment based on consumption history, water demand and supply constraints.

NO.4 Up to how many times faster is it to use IBM BPM Pure Application Pattern compared to build your own solution?

- A. 5
- B. 3.5
- C. 2

Answer: C

NO.5 What are the three key capabilities that can enable "cities" to provide for sustainable economic growth and improve delivery of services to its citizens?

- A. Leverage information, anticipate problems, coordinate resources
- B. Enable leaders, provide solutions, report on outcomes
- C. Engage citizens, document needs, meet with citizens
- D. Deploy technology, integrate information, write reports

Answer: A

NO.6 Why is smarter water management an urgent global issue when so much of the earth is covered in water?

- A.** This is not an urgent global issue, we have sufficient water to meet the needs of the world's growing population
- B.** With Global Warming, more water is evaporating so it is urgent that we find a way to capture that evaporation
- C.** In reality 97% of all the earth's water is saltwater, 2% is held in snow and icebergs leaving only 1 % available for human consumption
- D.** Drinking water will soon be controlled by the water bottling companies as a way to inflate demand and increase prices

Answer: C

NO.7 Your customer or prospect has a BPM solution other than IBM's in production. Why would you position Bluework Live?

- A.** To seed the account.
- B.** To be better positioned against competitors such as Software AG or TIBCO for example, when an opportunity for positioning IBM BPM arise
- C.** You should not waste your and your customer's time, and not position it.
- D.** None of the above

Answer: B