

M2020-732^{Q&As}

IBM SPSS Modeler Sales Mastery Test v1

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QUESTION 1

Which pain point of business executives is best addressed by IBM SPSS Modeler?

- A. The need to make smarter decisions at all levels of the organization.
- B. Rapidly increasing marketing costs.
- C. Inability to automate routine analytics tasks.
- D. Regulatory compliance.

Correct Answer: C

QUESTION 2

Which value proposition would be of most interest to a CMO/Marketing Executive?

A. IBM SPSS Modeler can proactively identify machine parts that are likely to fail and the underlying reason for their failure.

B. IBM SPSS Modeler can identify fraudulent transactions using historical data and apply models to proactively manage fraud.

C. IBM SPSS Modeler can help you suppress those customers least likely to respond to a campaign, reducing costs and improving profits.

D. IBM SPSS Modeler can help identify the predictive characteristics of employee success to better inform hiring and recruiting strategies.

Correct Answer: B

QUESTION 3

Which statement best describes the integration between IBM Cognos and IBM SPSS Modeler?

A. Data used in IBM Cognos BI and IBM TM1 is directly available to IBM SPSS Modeler, and results calculated are available for reporting.

B. Data used in IBM Cognos BI and IBM TM1 is directly available to IBM SPSS Modeler, and results can be written to the database for IT to make available for reporting.

C. Data used in IBM Cognos BI and IBM TM1 is exported into a file and then read into IBM SPSS Modeler for further analysis.

D. IBM SPSS Modeler creates an IBM Cognos report that can be added to an IBM Cognos BI dashboard.

Correct Answer: A



QUESTION 4

When an organization is using or interested in R, which of the following statements is true?

- A. R can do everything that IBM SPSS Modeler can do.
- B. IBM SPSS Modeler can use and augment R.
- C. IBM SPSS Modeler and R are incompatible.
- D. R has powerful deployment capabilities.

Correct Answer: B

QUESTION 5

Which type of model in IBM SPSS Modeler is BEST suited for making categorical predictions?

- A. Classification
- **B.** Segmentation
- C. Association
- D. Anomaly detection
- Correct Answer: C

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