

## M2070-740<sup>Q&As</sup>

IBM Enterprise Content Management Sales Mastery Test v3

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**QUESTION 1**

What is Content Manager OnDemand "optimized" for?

- A. Workflows
- B. Content Analytics
- C. Individual documents
- D. Large scale storage of print output

Correct Answer: D

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**QUESTION 2**

When talking to a customer to see if Content Manager OnDemand is a good fit, what question should be asked first?

- A. Do your Customer Service Reps (CSRs) need workflow to respond to customers?
- B. How do CSRs access all information necessary to respond to customer questions?
- C. How do CSRs do scanning of documents today?
- D. Do your CSRs need CaseManagement?

Correct Answer: B

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**QUESTION 3**

What is one way Case Manager supports dynamic case handling?

- A. Case workers can view and start new tasks for a case "on the fly".
- B. Case workers can close and reopen tasks as often as they want.
- C. Work is routed to case workers based on business rules.
- D. Case workers can create comments on cases, documents, and tasks whenever they need.

Correct Answer: A

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**QUESTION 4**

What is the average cost to mail a paper statement?

- A. 1-3 dollars
- B. 3-6 dollars

C. 6-9 dollars

D. 9-12 dollars

Correct Answer: B

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## QUESTION 5

Which is a key benefit of the Legacy Data Cleanup Solution?

A. Identifies sensitive or toxic content

B. Archives data according to its value

C. Maintains a data map of the organization

D. Is a DoD 5015.2 certified records repository

Correct Answer: B

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