

M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

What are the characteristics that ensure best performance and scalability of the configuration engine?

- A. Stateless design
- B. Model caching
- C. Both A and B
- D. Runtime XML files for models

Correct Answer: A

QUESTION 2

What types of changes CANNOT be done in the CPQ on Cloud deployment mode?

- A. Configuration of foundation and channels.
- B. Interfaces to 3rd party software packages.
- C. UI stylesheets
- D. Extend DB

Correct Answer: B

QUESTION 3

What product(s) from the IBM Sterling Configure Price Quote (CPQ) bundle are required to provide product configurator capabilities through a Web Channel?

- A. All the products of the IBM Sterling CPQ bundle.
- B. IBM Sterling Configurator add-on to WebSphere Commerce.
- C. IBM Sterling Configurator Order Management add-on.
- D. The channel usage does not determine what products of the IBM Sterling CPQ bundle are needed.

Correct Answer: B

Reference: http://publib.boulder.ibm.com/infocenter/wchelp/v7r0m0/index.jsp?topic=%2Fcom.ibm.commerce.sterlingconfigurator.doc%2Ftasks%2Ftya_installvm.htm

QUESTION 4

WebSphere Commerce helps businesses to deliver and manage BRAND EXPERIENCE across which of the following channels and touchpoints?

- A. All direct channels.
- B. All direct channels including mobile touchpoints.
- C. Both direct and extended channels like social networks.
- D. Web, mobile, call center, and in-store.

Correct Answer: C

Reference: http://www-01.ibm.com/software/genservers/commerce/commerce_enhancements_v7/ (see What we offer and check mobile commerce and social commerce)

QUESTION 5

What are the solution capabilities of WebSphere Commerce platform?

- A. Sell across direct and extended channels.
- B. Support for marketing and merchandizing across channels.
- C. Both A and B.
- D. Manage enterprise wide product and customer information

Correct Answer: C

Reference: <http://publib.boulder.ibm.com/infocenter/wchelp/v7r0m0/index.jsp?topic=%2Fcom.ibm.commerce.admin.doc%2Fconcepts%2Fcovoverall.htm> (first two paragraphs)

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