

M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

How can you make Business flows configurable and adaptive in Order Management?

- A. By doing a value chain analysis.
- B. By altering the process model.
- C. With customization.
- D. With change request management.

Correct Answer: C

QUESTION 2

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 3

What does WebSphere Commerce "Customer Interaction Platform" strategy enables businesses to do?

- A. Sell on the web.
- B. Sell across multiple channels.
- C. Connect web and in-store experience.
- D. Monitor all customer interactions.

Correct Answer: B

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

QUESTION 4

IBM Sterling Order Management enables commerce across a _____.

- A. Dynamic Business Network
- B. Wide Area Network
- C. Storage Area Network
- D. EDI Network

Correct Answer: A

Reference: <http://www-142.ibm.com/software/products/us/en/category/SWH00> (topic: order management)

QUESTION 5

What component of IBM Sterling Order Management allows companies to efficiently handle returns and exchange processes?

- A. Sterling Collaboration Network
- B. Reverse Logistics
- C. Sourcing and Scheduling
- D. Vendor Management

Correct Answer: B

Reference: <http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf> (Page 6, 3rd paragraph)

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