

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

Which of the following is NOT a key benefit of using Global Inventory Visibility?

- A. Reduce the cost of processing a return.
- B. Increase customer satisfaction with accurate promising.
- C. Complete view of all supply and demand.
- D. Better inventory utilization.

Correct Answer: A

Reference: http://www-01.ibm.com/software/commerce/order-management/inventory/

QUESTION 3

IBM Sterling OM provides a single order repository that enables a user to modify, update or track all orders real-time for what type of channel?

- A. Field Sales
- B. Retail Store
- C. Call Center
- D. Any combination of channels.

Correct Answer: D

Reference: http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf (Page 5, table1)



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QUESTION 4

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)

QUESTION 5

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

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