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QUESTION 1

A technical seller conducts an IBM Decision Optimization Discovery Workshop with the client. What are desired outcomes of this session?

A. Obtain financial information in order to estimate Time to Payback and understand the desired situation and the targeted revenue/cost/risk improvements.

B. Obtain financial information in order to estimate Time to Payback and find out the available budget

C. Understand compliance regulations of the client and find out the available budget.

D. Understand compliance regulations of the client and understand the targeted revenue/cost/risk improvements.

Correct Answer: D

QUESTION 2

A key feature distinguishing IBM Decision Optimization from Predictive Analytics is:

A. Decision Optimization results are more accurate.

B. Decision Optimization results provide optimized actionable plans.

C. Decision Optimization results are easier to implement.

D. Decision Optimization results require less data.

Correct Answer: C

QUESTION 3

When an IBM Decision Optimization technical seller talks about the information technology stack that is needed to support effective decision making, which would be the primary target audience?

A. Chief Financial Officer

B. Vice President of Marketing

C. Chief Information Officer

D. Vice President of Production

Correct Answer: C

QUESTION 4

A large paper manufacturer makes standard and specialty papers. The production process makes batches of long rolls of paper Individual customer orders can be accommodated by cutting the rolls into segments of varying widths. They

have requested that IBM develop an optimization solution that improves their operational efficiency. Which is an appropriate goal to be optimized in this situation?

A. Reduce scrap loss.

B. Verify all customer orders.

C. Estimate set-up times between orders.

D. Design a color pattern for each roll processed.

Correct Answer: A

QUESTION 5

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which outcomes are essential to conclude the discovery?

A. An understanding of the business situation as well as the technical and financial information.

B. An understanding of the business situation as well as the solution overview and the solution approach.

C. The stakeholders being convinced as well as the technical and financial information.

D. The definition of a Proof of Concept has been established as well as the solution overview and the solution approach

Correct Answer: B

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