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練 習 問 題



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1年間無料アップデート

Exam : **000-M230**

Title : Information Management Enterprise Content Management Sales Mastery Test v1

Version : V8.02

1.ECM is the technology that brings unstructured information together and organizes it in a structured way. Which of the following is not an example of unstructured data?
A. ERP Application
B. Financial Report
C. HR Email with Policy Attachments
D. Hardcopy load application
Answer: A

2.ECM Business Process Management tools are key differentiators and provide technology that will allow customers to perform which set of functions.?
A. Manage financial systems from shared data stores
B. Translate, automate and optimize content based business processes
C. Provide intelligent search and relevance based data presentment
D. Perform advanced document processing and optical recognition
Answer: B

3.Which ECM BPM product is commonly used to gather data or initiate a business process?
A. IBM FileNet Process Simulator
B. IBM FileNet Process Analyzer
C. IBM Business Activity Monitor
D. IBM FileNet eForms
Answer: B

4.Which of the following ECM products is not a content repository?
A. IBM Content Manager
B. IBM Content Manager onDemand
C. IBM Document Manager
D. IBM FileNet Capture Professional
Answer: D

5.Which of the following is not representative of ways in which a business partner can increase revenue by investing and partnering with IBM?
A. Resell IBM software licenses directly to the customer
B. Sell services that are 3-5 times the amount of the IBM software license revenue
C. Selling on lowest price point instead of customer value
D. Development of repeatable intellectual frameworks or applications
Answer: D