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練 習 問 題



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1年間無料アップデート

Exam : **M2090-615**

Title : IBM Business Analytics Performance Management Sales Mastery Test v2

Version : DEMO

1.A prospect is interested in IBM Cognos Incentive Compensation Management, but has been told by a competitor that the built-in capabilities are too limited.Which differentiator would you highlight in order to demonstrate how ICM can easily meet different and changing needs?
A.Business User Friendly
B.Flexibility
C.Integrated Product
D.Performance & Scalability
Answer: D
Reference:http://www-03.ibm.com/software/products/en/cognos-incentive-compensationmanagement/

2.Which role is riot responsible for system-based data governance?
A.Chief Information Officer
B.Chief Financial Officer
C.Controller
D.VP of Sales or Marketing
Answer: A

3.Which characteristic of IBM Cognos TM1 provides near-instantaneous responsiveness when working with complex models?
A.Simple modeling language
B.Multi-dimensional database
C.In-memory analytics
D.Built-in data integration
Answer: C

4.A sales representative has just secured a meeting with the CFO.What should the sales representative focus on in their opener in order to receive the most positive reaction?
A.The business value that IBM's Business Analytics FPM solutions can deliver to the company
B.A specific capability of IBM's Business Analytics FPM solutions
C.The benefit provided by a specific capability of IBM's Business Analytics FPM solutions
D.The turbulent economic climate
Answer: B

5.A sales representative has just secured a meeting with a manager in the CFO's office.What tactic should they avoid for this initial meeting?
A.Be credible.
B.Be a strategic resource.
C.Focus on the customer.
D.Focus on the sale.
Answer: D