

# **Examcollection**

<http://www.ipass4sure.com/examcollection.htm>



<http://www.ipass4sure.com>

# 000-752

## IBM

*Certified Specialist - Retail Store Solution*

<http://www.ipass4sure.com/exams.asp?examcode=000-752>

The 000-752 practice exam is written and formatted by Certified Senior IT Professionals working in today's prospering companies and data centers all over the world! The 000-752 Practice Test covers all the exam topics and objectives and will prepare you for success quickly and efficiently. The 000-752 exam is very challenging, but with our 000-752 questions and answers practice exam, you can feel confident in obtaining your success on the 000-752 exam on your FIRST TRY!

### IBM 000-752 Exam Features

- Detailed questions and answers for 000-752 exam
- Try a demo before buying any IBM exam
- 000-752 questions and answers, updated regularly
- Verified 000-752 answers by Experts and bear almost 100% accuracy
- 000-752 tested and verified before publishing
- 000-752 examcollection vce questions with exhibits
- 000-752 same questions as real exam with multiple choice options

Acquiring IBM certifications are becoming a huge task in the field of I.T. More over these exams like 000-752 exam are now continuously updating and accepting this challenge is itself a task. This 000-752 test is an important part of IBM certifications. We have the resources to prepare you for this. The 000-752 exam is essential and core part of IBM certifications and once you clear the exam you will be able to solve the real life problems yourself. Want to take advantage of the Real 000-752 Test and save time and money while developing your skills to pass your IBM 000-752 Exam? Let us help you climb that ladder of success and pass your 000-752 now!

# **DEMO EXAM**

For Full Version visit

<http://www.ipass4sure.com/allexams.asp>

|                      |   |                         |                |
|----------------------|---|-------------------------|----------------|
| <b>Exam Name:</b>    | <b>Certified Specialist - Retail Store Solution</b> |                         |                |
| <b>Exam Type:</b>    | <b>IBM</b>  | <b>Exam Code:</b>       | <b>000-752</b> |
| <b>Certification</b> | <b>IBM Specialist</b>                               | <b>Total Questions:</b> | <b>65</b>      |

**Question: 1**

A food service retailer is interested in the SurePOS 500 for their ten stores. Each store has two registers. What is the best resource to handle this customer's needs?

- A. RSS ISV
- B. RSS Reseller
- C. IBM GBS representative
- D. Retail Store Solutions (RSS) sales representative

**Answer: B**

**Question: 2**

What are two Internet-based resources a sales representative may use to identify POS competitors in a customer account? (Choose two.)

- A. competitors' Web sites
- B. Hoover's POS Competition Web site
- C. Securities and Exchange (SEC) filings
- D. IBM Retail Store Solution product Web site

**Answer: A, C**

**Question: 3**

A Retail Store Solutions Sales Representative is staffing a booth at a trade show. Other than business cards, what is the most important information the Sales Representative should gather from each visitor?

- A. Area of interest
- B. Most used retail vendor
- C. Retail budget projections
- D. Number of lanes per store
- E. Retail revenue projections

**Answer: A**

**Question: 4**

A food service retailer is interested in the SurePOS 500 for their 500 stores. Each store has five registers. Which two resources can handle this customer's needs? (Choose two.)

- A. RSS ISV
- B. RSS reseller
- C. IBM GBS representative
- D. Retail Store Solutions (RSS) sales representative

**Answer: B, D**

**Question: 5**

The local city administration needs an interactive solution to enable people to search for local attractions. The solution will be located in many different locations throughout the city, such as the airport, parks, train stations, hotels, etc. Which IBM solution should the sales representative offer?

- A. SurePOS 500
- B. AnyPlace Kiosk solution
- C. SurePOS 700 with touch screen

|                      |   |                         |                |
|----------------------|---|-------------------------|----------------|
| <b>Exam Name:</b>    | <b>Certified Specialist - Retail Store Solution</b> |                         |                |
| <b>Exam Type:</b>    | <b>IBM</b>  | <b>Exam Code:</b>       | <b>000-752</b> |
| <b>Certification</b> | <b>IBM Specialist</b>                               | <b>Total Questions:</b> | <b>65</b>      |

D. Lenovo PC with SurePoint touch display

**Answer: B**

**Question: 6**

What are two weaknesses of Micros? (Choose two.)

- A. Proprietary solutions
- B. No fans in some models
- C. Reliance on infrared touchscreens
- D. 10/100 Ethernet LAN slowing network connectivity

**Answer: A, B**

**Question: 7**

A warehouse retailer has issued an RFP for a self checkout solution with 3 years of maintenance. They asked for best and final pricing for 500 stores with 4 lanes each. What are two of the most important factors to know about the competition when pricing the solution? (Choose two.)

- A. Market position
- B. Maintenance terms
- C. Lane configuration
- D. Relationship with customer

**Answer: B, C**

**Question: 8**

What are two technical resources that sellers may use to help sell IBM retail solutions? (Choose two.)

- A. IBM Retail Store Solutions TechLine
- B. IBM Client Reference Materials Database
- C. IBM Retail Store Solutions sales education Web site
- D. IBM Retail Store Solutions technical education Web site

**Answer: A, D**

**Question: 9**

A sales representative is meeting with the CFO of a retailer to explain the current proposal for a new POS system. The CFO asks the RSS representative to be prepared to justify why this project should be funded ahead of other projects under consideration. Which two actions should the RSS representative take to be best prepared for this discussion? (Choose two.)

- A. Review the roi
- B. Google the cfo's background
- C. Review the business value drivers
- D. Understand the CFO's relationship with IBM

**Answer: A, C**

**Question: 10**

A customer wants to deploy a new cashier fraud loss prevention solution. What is the business value of this solution?

- A. Reduces customer theft



## Pass4sure Certification Exam Features;

- Pass4sure offers over **2500** Certification exams for professionals.
- More than **98,800** Satisfied Customers Worldwide.
- Average **99.8%** Success Rate.
- Over **120** Global Certification Vendors Covered.
- Services of **Professional & Certified Experts** available via support.
- Free **90 days** updates to match real exam scenarios.
- **Instant Download Access!** No Setup required.
- Price as low as **\$19**, which is 80% more **cost effective** than others.
- **Verified answers** researched by industry experts.
- Study Material **updated** on regular basis.
- Questions / Answers are downloadable in **PDF** format.
- Mobile Device Supported (**Android, iPhone, iPod, iPad**)
- **No authorization** code required to open exam.
- **Portable** anywhere.
- **Guaranteed Success.**
- **Fast**, helpful support **24x7**.



View list of All certification exams offered;  
<http://www.ipass4sure.com/allexams.asp>

View list of All Study Guides (SG);  
<http://www.ipass4sure.com/study-guides.asp>

View list of All Audio Exams (AE);  
<http://www.ipass4sure.com/audio-exams.asp>

Download Any Certification Exam DEMO.  
<http://www.ipass4sure.com/samples.asp>

To purchase Full version of exam click below;  
<http://www.ipass4sure.com/allexams.asp>

|            |                    |                  |         |                  |              |           |
|------------|--------------------|------------------|---------|------------------|--------------|-----------|
| 3COM       | CompTIA            | Filemaker        | IBM     | LPI              | OMG          | Sun       |
| ADOBE      | ComputerAssociates | Fortinet         | IISFA   | McAfee           | Oracle       | Sybase    |
| APC        | CWNP               | Foundry          | Intel   | McData           | PMI          | Symantec  |
| Apple      | DELL               | Fujitsu          | ISACA   | Microsoft        | Polycom      | TeraData  |
| BEA        | ECCouncil          | GuidanceSoftware | ISC2    | Mile2            | RedHat       | TIA       |
| BICSI      | EMC                | HDI              | ISEB    | NetworkAppliance | Sair         | Tibco     |
| CheckPoint | Enterasys          | Hitachi          | ISM     | Network-General  | SASInstitute | TruSecure |
| Cisco      | ExamExpress        | HP               | Juniper | Nokia            | SCP          | Veritas   |
| Citrix     | Exin               | Huawei           | Legato  | Nortel           | See-Beyond   | Vmware    |
| CIW        | ExtremeNetworks    | Hyperion         | Lotus   | Novell           | Google       |           |

and many others.. See complete list [Here](#)

