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# 000-M196

## IBM

*Social Software and Unified Communications Sales Mastery  
Test v1*

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|----------------------|---|-------------------------|-----------------|
| <b>Exam Name:</b>    | <b>Social Software and Unified Communications Sales Mastery Test v1</b> |                         |                 |
| <b>Exam Type:</b>    | <b>IBM</b>  | <b>Exam Code:</b>       | <b>000-M196</b> |
| <b>Certification</b> | <b>IBM Specialist</b>   | <b>Total Questions:</b> | <b>47</b>       |

**Question: 1**

Which of the following is NOT true of the Files feature?

- A. Files can be shared with colleagues
- B. Access to files can be monitored
- C. Files have to be word processing documents
- D. File users can leave comments about the file

**Answer: C**

**Question: 2**

What two features are common to all Sometime offerings?

- A. Video and presence awareness
- B. Basic chat and presence awareness
- C. Basic telephony and basic chat
- D. Mobile capability and basic chat

**Answer: B**

**Question: 3**

Using collaboration software like Lotus Connections helps organizations work smarter by:

- A. Improving information sharing
- B. Improving third-party software features
- C. Enhancing wikis
- D. Developing Lotus Connections services

**Answer: A**

**Question: 4**

With who has Lotus Connections partnered to provide capabilities in human resources management?

- A. SAP
- B. PeopleSoft
- C. Monster.com
- D. IBM Global Services and Success Factors

**Answer: D**

**Question: 5**

Which social networking components can be added to a community?

- A. Any three Lotus Connections widgets
- B. Only the profiles associated with the community members
- C. Only the files required by the community
- D. Any file, activity, blog, wiki, feed, forum, or person associated with the community

**Answer: D**

**Question: 6**

What is the new feature in Lotus Connections 2.5 that enables users to keep the network of people they are connected to up to date on their activities?

SAMPLE EXAM



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| Apple      | DELL               | Fujitsu          | ISACA   | Microsoft        | Polycom      | TeraData  |
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