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000-M228

IBM

IBM WebSphere Cast Iron Sales Mastery Test v1

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QUESTION: 1

To register an opportunity for Software Value Incentive program, the partner should do what?

- A. Call the IBM sales person s/he knows is already in the account before anything else.
- B. Have your Company's PartnerWorld program administrator enter the opportunity into the Global Partner Portal.
- C. Contact your Value Add Distributor.
- D. All of the above.

Answer: B

Reference:

<http://www-03.ibm.com/press/us/en/pressrelease/19403.wss>(last two paragraphs)

QUESTION: 2

If you need to demonstrate Cast Iron's capabilities to a prospect, you can _.

- A. setup a demo system by purchasing the IBM Value Package which includes the Hypervisor version of Cast Iron (e.g. virtual appliance)
- B. make a request to your local IBM sales rep for WebSphere Cast Iron assistance
- C. use IBM's pre-recorded demos on its Website
- D. All of the above.

Answer: C

QUESTION: 3

The premium SVI incentive fees are paid for Eligible End Users that IBM designates as general business (GB). How can SVI-approved Business Partners find out if an End User is designated as GB?

- A. Signing onto the Passport Advantage Online tools and following the onscreen instructions to access the Price Quote Order (PQO) tool.
- B. Contact your Value Add Distributor (VAD)
- C. Search on IBM.com
- D. A & B

Answer: A

QUESTION: 4

What must a Business Partner do to be approved and receive a Software Value Plus Identify and/or Sell fee payment?

- A. Demonstrate active selling engagement with the customer for the IBM products by providing supporting documentation that shows their activities that contributed to the customer's decision.
- B. Indicate when the opportunity is won and provide supporting documentation to show their influence of the customer's buying decision when they submit their SVI payment request.
- C. No action needed.
- D. A & B

Answer: D

Reference:

http://www-05.ibm.com/ch/presentations/partnerworld/pdf/Software_Sales_Programmes_14.06.10_Maryska_Marinus.pdf

QUESTION: 5

What is NOT a good fit for Cast Iron?

- A. Complex ETL
- B. Real time
- C. Batch
- D. Hybrid Integration

Answer: A

Reference:

http://www.mous.us/2011presentations/Cast_Iron_mous2011.pdf(slide 14)

QUESTION: 6

When using WebSphere Cast Iron, what are configurable connectivity to applications called?

- A. Mash-up
- B. Touch-point
- C. End-point
- D. None of the above.

Answer: D

Reference:

[http://www-01.ibm.com/software/integration/cast-iron-cloud-integration/sap-integration/\(topic: Integration and Extraction\)](http://www-01.ibm.com/software/integration/cast-iron-cloud-integration/sap-integration/(topic: Integration and Extraction))

QUESTION: 7

Who is Cast Iron's number 1 competitor?

- A. Custom Code
- B. Informatica
- C. Oracle Fusion
- D. None of the above.

Answer: B

Reference:

http://www.informationweek.com/news/software/soa_webservices/224700501(second paragraph)

QUESTION: 8

Is a Cast Iron TIP mandatory to start any Cast Iron project?

- A. Yes. You can't start a project without a TIP.
- B. No. You can start a project from scratch without a TIP.
- C. Yes. You have to create your own TIP in advance.
- D. Yes. Without a TIP you can't load the Cast Iron Studio.

Answer: B

QUESTION: 9

WebSphere Cast Iron Live can be purchased as a:

- A. Fixed Term License.
- B. one time charge license (Perpetual License).
- C. None of the above.
- D. A & B.

Answer: A

Reference:

<http://estore.gemini-systems.com/ibm/software-license/websphere-server-software/cast-iron/websphere-cast-iron-live-enterprise-with-2-eps/>



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