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# 000-M601

**IBM**

*IBM Healthcare Industry Solutions Sales Mastery Test  
v1*

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**QUESTION: 1**

What re-engineering project was designed to change the way Trillium worked with patients?

- A. Act
- B. Do
- C. Think
- D. Try

**Answer: D**

**QUESTION: 2**

What are two ways of purchasing that have been found in customer buying habits?

- A. A systems approach and an open source perspective
- B. A systems approach and a cost saving perspective
- C. A systems approach and a ground-up perspective
- D. A systems approach and an infrastructure perspective

**Answer: B**

**QUESTION: 3**

What was the first emphasis, from the clinician's point of view, from a productivity standpoint?

- A. They did not want constantly switch from one application to another to find more information.
- B. They did not want to spend time in the same application to find more information.
- C. They did not want to have to search an application to find more information.
- D. They did not want to have to start with a new application.

**Answer: A**

**QUESTION: 4**

What is the typical percentage of funding for healthcare IT departments?



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