Examcollection

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

00M-645

IBM

IBM Cognos Business Intelligence Sales Mastery Test v2

The 00M-645 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 00M-645 Practice Test covers all the exam topics and objectives and will prepare you for success quickly and efficiently. The 00M-645 exam is very challenging, but with our 00M-645 questions and answers practice exam, you can feel confident in obtaining your success on the 00M-645 exam on your FIRST TRY!

IBM 00M-645 Exam Features

- - Detailed questions and answers for 00M-645 exam
- - Try a demo before buying any IBM exam
- - 00M-645 questions and answers, updated regularly
- - Verified 00M-645 answers by Experts and bear almost 100% accuracy
- - 00M-645 tested and verified before publishing
- - 00M-645 examcollection vce questions with exhibits
- - 00M-645 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 00M-645 exam are now continuously updating and accepting this challenge is itself a task. This 00M-645 test is an important part of IBM certifications. We have the resources to prepare you for this. The 00M-645 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 00M-645 Test and save time and money while developing your skills to pass your IBM 00M-645 Exam? Let us help you climb that ladder of success and pass your 00M-645 now!

DEMO EXAM

For Full Version visit

QUESTION: 1

According to studies by IBM and Gartner, what do CIOs list as their number one concern?

A. Compliance
B. Business analytics
C. Mobility solutions
D. Risk management

Answer: B

Reference:

http://www.information-management.com/news/analytics_BI_cloud_mobile_IBM-10020395-1.html

QUESTION: 2

Which major differentiator did version 10 introduce to the IBM Cognos BI interface?

A. Separate workspaces for distinct roles.
B. Unified workspace for all users.
C. Mobile support for all functionality.
D. Ad hoc reporting capabilities.

Answer: B

Reference:

http://www.redbooks.ibm.com/redpapers/pdfs/redp4693.pdf(page 2, first paragraph)

QUESTION: 3

What is NOT a major advantage that IBM Cognos BI products have over the competition?

A. Promotion of self-service.
B. Ability to consume information in a variety of formats, languages, and devices.
C. Consistency and accessibility from a wide range of data sources across the entire organization.
D. Ability to build and automate business processes.

Answer: D

Explanation:

IBM Cognos BI Overview slide 11 Theself-servicecollaborative capabilities of report creation and theflexible choice of how to access and interact with the information through web portal, mobile devices, et cetera, is a keycompetitive differentiatorfor IBM Cognos.

QUESTION: 4
What is a high-yield question when positioning IBM Cognos BI to the CIO of an organization?

A. Do your users trust the data that they have access to?
B. How do you identify outliers in your business?
C. How do you handle information requests from the business?
D. What happens when management is not able to get information they need quickly?

Answer: D

Reference:
Prospecting Business Intelligence Slide 27 lists question in answer D as the first one:
However, in the Appendix, after the section titled "High-Yield Questions", slide 42 starts with the question "How do you currently handle…"

QUESTION: 5
An existing Cognos BI customer has applications that depend on a previous version of Cognos (Series 7). They wish to migrate to IBM Cognos BI. Which product most resembles their previous version and is likely to provide them with the easiest migration?

A. Controller
B. PowerPlay
C. Business Insight Classic Mode
D. TM1

Answer: B

Reference:
http://www-01.ibm.com/support/docview.wss?uid=swg27013959#plan(second   bulleted point)

QUESTION: 6
Which type of report in IBM Cognos BI is most likely authored by a financial analyst?

A. Managed report
B. Transactional report

C. Statement style report
D. Portfolio report

Answer: C

Explanation:
The second style of report is atransactional and operational report style. Transactional and operational reportsprovide the capability to report off of an operational database, to provide a critical point in time picture of performance or KPI or performance indicators based on that operational database. Typically, the users or the consumers of this type of report are operational and line managers who need to have an up to the minute view on that operational database. The other consumers of this report would be senior managers. The author of this report would be a professional author, again someone likely sitting within the IT department. Where as slde 18 is talking about Statement type of reports and financial analysts as typical authors of these reports:
The third style of report is astatement style report. A statement style report is a financial report. The reason that we call it a statement style report is becausethis particular report from a Cognos perspective doesn't necessarily have any financial intelligence. So it doesn't necessarily understand what a debit or a credit is.But from every other aspect, it is very much a financial report. It details financial data, expenses, assets, liabilities. It's all generated using powerful cross tab capabilities and really gives business managers and senior managers visibility into the financial health across their business, their business unit or their particular product line.Typically the author of this is somebody who sits within the line of business. Some of the titles for example are business or financial analysts

QUESTION: 7
The analysis capability of IBM Cognos BI is geared toward helping organizations answer which key question?

A. How are we doing?
B. What should we be doing?
C. What are our competitors doing?
D. Why is our business on or off track?

Answer: D

Reference:
https://publications.theseus.fi/bitstream/handle/10024/6755/Bjorn%20Hautamaki_finalth esis.pdf?sequence=1(page 13, second paragraph)

QUESTION: 8
What is the easiest place to look for business intelligence sales opportunities?

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 Certication 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