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IBM

IBM System Storage Sales Mastery Test V2

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QUESTION: 1

What are two appropriate tactics when selling IBM N series products? (Choose two.)

- A. use the NetApp registration process for opportunities
- B. expect that NetApp can outbid N series pricing
- C. once in the door, swap N series for a different IBM product
- D. try to convert NetApp accounts to N series

Answer: A, B

QUESTION: 2

Which IBM TS3500 feature eliminates the need for a separate server running library sharing software?

- A. virtual drive mapping
- B. Advanced Library Management System (ALMS)
- C. integrated multi-path architecture
- D. high density frames

Answer: C

QUESTION: 3

Which two capabilities of IBM System Storage can most help a customer improve the efficiency of their storage? (Choose two.)

- A. storage tiers
- B. virtualization
- C. backup and recovery
- D. cloud delivery

Answer: A, B

QUESTION: 4

A customer is looking for the most cost-effective disk solution for an environment requiring mainly high-throughput, sequential loads. Which type of drives should the sales specialist recommend?

- A. SATA
- B. SAS
- C. Fibre Channel
- D. SSD

Answer: A

QUESTION: 5

What is the number one force driving tape storage sales?

- A. business continuity
- B. data archiving
- C. regulatory compliance
- D. data security

Answer: A

QUESTION: 6

Which IBM N series feature saves up to 33% storage utilization by giving the appearance that more physical storage space is being allocated to an application than actually is?

- A. FlexVol
- B. FlexShare
- C. Snapshot
- D. SyncMirror

Answer: A

QUESTION: 7

In which segment of the storage marketplace does IBM own the greatest share?

- A. low-end block storage
- B. unified storage
- C. tape storage
- D. storage software

Answer: C

QUESTION: 8

A company is looking for a way to increase the flexibility of their storage infrastructure while at the same time simplifying administration processes. Which capability of IBM System Storage should the sales specialist recommend?

- A. disk virtualization
- B. remote volume mirroring
- C. dynamic load balancing
- D. SAN zoning

Answer: A



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