

# 00M-226

## IBM

### *IBM Smart Analytics Sales Mastery Test v1*

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**QUESTION: 1**

What is NOT one of the main ingredients of IBM Smart Analytics System?

- A. Masterdata management software
- B. Analytics software
- C. RDBMS or database software
- D. Hardware

**Answer: A**

**QUESTION: 2**

Which capability of IBM Smart Analytics System will be of the most interest to an IT customer in financial services?

- A. Increased performance on analytics software
- B. improved customer service and retention
- C. increased share of wallet
- D. increased campaign effectiveness

**Answer: C**

**Reference:**

[ftp://ftp.software.ibm.com/software//data/sw-library/infosphere/briefs/IBM\\_Smart\\_Analytics\\_System\\_Banking\\_Finance.pdf](ftp://ftp.software.ibm.com/software//data/sw-library/infosphere/briefs/IBM_Smart_Analytics_System_Banking_Finance.pdf)(page 2, first paragraph)

**QUESTION: 3**

Which offering from Oracle competes most directly with IBM Smart Analytics System?

- A. 11g Enterprise Edition
- B. Optimized Warehouses
- C. Exadata
- D. Real Application Clusters

**Answer: C**

**Reference:**

<ftp://public.dhe.ibm.com/common/ssi/ecm/en/oil03026usen/OIL03026USEN.PDF>(page 2)

**QUESTION: 4**

An IT manager is interested in IBM Smart Analytics System, but they are also looking at similar solutions from Teradata. What is the best way for the sales representative to respond?

- A. “We have a similar proven architecture; however, we can often execute and implement a solution at a more competitive cost.”
- B. “We have architectural differences that allow us to scale and perform better. We are more focused on BI versus on applications.”
- C. “An appliance is an interesting approach. We can provide the same benefits and we execute better, stand behind it, and provide a clear upgrade path.”
- D. “They are just an RDBMS. There is more to analytics than accelerating one or two queries.”

**Answer: B**

**QUESTION: 5**

Which operating system runs on the 9600?

- A. z/OS
- B. Windows Server
- C. Linux
- D. AIX

**Answer: A**

**Reference:**

<http://www.redbooks.ibm.com/redbooks/pdfs/sg247902.pdf>(page 2, first bulleted point)

**QUESTION: 6**

IBM is positioned as a leader in which of Gartner’s Magic Quadrants related to business analytics?

- A. Business Intelligence only
- B. Business Intelligence and Data Warehouse only
- C. Business Intelligence, Data Warehouse, and Data Integration only
- D. Business Intelligence, Data Warehouse, Data Integration, and Data Quality

**Answer: B**



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