

00M-230

IBM

*Information Management Enterprise Content Management
Sales Mastery Test v1*

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QUESTION: 1

ECM is the technology that brings unstructured information together and organizes it in a structured way. Which of the following is not an example of unstructured data?

- A. ERP Application
- B. Financial Report
- C. HR Email with Policy Attachments
- D. Hardcopy load application

Answer: A

QUESTION: 2

ECM Business Process Management tools are key differentiators and provide technology that will allow customers to perform which set of functions?

- A. Manage financial systems from shared data stores
- B. Translate, automate and optimize content based business processes
- C. Provide intelligent search and relevance based data presentment
- D. Perform advanced document processing and optical recognition

Answer: B

QUESTION: 3

Which ECM BPM product is commonly used to gather data or initiate a business process?

- A. IBM FileNet Process Simulator
- B. IBM FileNet Process Analyzer
- C. IBM Business Activity Monitor
- D. IBM FileNet eForms

Answer: B

QUESTION: 4

Which of the following ECM products is not a content repository?

- A. IBM Content Manager
- B. IBM Content Manager onDemand
- C. IBM Document Manager
- D. IBM FileNet Capture Professional

Answer: D

QUESTION: 5

Which of the following is not representative of ways in which a business partner can increase revenue by investing and partnering with IBM?

- A. Resell IBM software licenses directly to the customer
- B. Sell services that are 3-5 times the amount of the IBM software license revenue
- C. Selling on lowest price point instead of customer value
- D. Development of repeatable intellectual frameworks or applications

Answer: D

QUESTION: 6

What were the primary benefits gained by McCullough-Hyde Memorial through the Agile Records solution?

- A. Patient information and test results are immediately available to allow for quick decisions on patient care
- B. Reduced cycle time and cost associated with obtaining medical equipment and supplies
- C. Outsourcing of the hospital's records department
- D. All of the above

Answer: A

QUESTION: 7

Which of the following best defines IBM's content aware business process offering?



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