

00M-232

IBM

*IBM Solutions for Smart Business Sales Mastery Test
v1*

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QUESTION: 1

Is it true or false that individual solutions for Smart Business are generally ordered via single part number, and are installed as a single software package?

- A. True. Solutions for Smart Business are completely integrated in one package to allow ease of ordering.
- B. False. Solutions for Smart Business require separate part numbers for the solution and Foundation for Smart Business.
- C. True. A single part number can be used except for situations where the customer would like to exchange parts of the solution for other components.
- D. False. Solutions for Smart Business can be ordered as a hardware appliance

Answer: A

QUESTION: 2

What is the value proposition for Business Partners selling Solutions for Smart Business?

- A. Shorter sales cycles with minimal time and investment required - solution sales are repeatable and require limited customization.
- B. Priced right for midsize customers.
- C. Offer more pricing flexibility and generate annuity streams from customers who want to utilize usage based pricing.
- D. All of the above.

Answer: D

QUESTION: 3

How can IBM Solutions for Smart Business be deployed?

- A. In Unix or Linux operating environments.
- B. On all IBM or any non-IBM hardware.
- C. On selected IBM and third Party vendor platforms.
- D. In Microsoft Windows Server operating environments.

Answer: C

QUESTION: 4

Which of the following makes managing the end user experience more complex than ever?



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