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00M-608

IBM

IBM Retail Industry Solutions Sales Mastery Test v1

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QUESTION: 1

What is a primary benefit to using the IBM Retail framework, for IBM's anchor account planning process?

- A. Better coordination of IBM's resources across company divisions and brands
- B. Provides better software pricing
- C. Assists with complex deal negotiations
- D. Assists with a better customer understanding

Answer: D

QUESTION: 2

Which of the following trends is most dramatically affecting retailers' use of media for marketing?

- A. The internet is a rapidly growing online medium
- B. There are more than 5500 magazines in which to advertise
- C. The iPhone has emerged as a new communication platform
- D. Consumers pay more attention to other consumers' opinions than retailer's ads

Answer: A

QUESTION: 3

What functionality does IBM WebSphere Commerce product deliver to the client?

- A. Web applications
- B. Scenario analysis
- C. Business intelligence
- D. Financial services

Answer: A

QUESTION: 4

Which of the following capabilities is a part of driving Operational Excellence?

- A. Merge workforce and task management
- B. Empower store associates with product knowledge
- C. Embed intelligence into client interaction
- D. All of the above



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