00M-609

IBM

IBM Insurance Industry Solutions Sales Mastery Test
v1

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QUESTION: 1
What do insurers need to have in place for processes and systems to really become a partner in risk management?

A. A need to take on risk at an enterprise and an individual level
B. An understanding of risk at an enterprise and an individual level
C. A business case for reducing risk
D. More documentation

Answer: A

QUESTION: 2
What is growing exponentially and has implications for the insurance industry?

A. Mobile data processing
B. Digital communications
C. Digital data processing
D. Digital data storage

Answer: D

QUESTION: 3
What is one of three items that top performers in the insurance industry are focused on?

A. Their needs
B. The customer
C. The trends for database technology
D. IBM standards

Answer: B

QUESTION: 4
What is one of the innovations for channels that is new on the horizon?

A. Automated language translation
B. Automated billing
C. Automated data processing
D. Automated payments

Answer: C

QUESTION: 5
What do insurers need to develop to meet customers' needs?

A. Fewer branch offices
B. Less diverse product offerings
C. Configurable set of insurance products
D. More complicated product offerings

Answer: A

QUESTION: 6
What is one of the insurance industry trends for 2020?

A. Active, informed consumers
B. Active, mobile consumers
C. Active, markets
D. Active, informed sales personnel

Answer: D

QUESTION: 7
What is the competitive battleground for insurers?

A. Strong emphasis on knowledge
B. Strong emphasis on analytics
C. Strong emphasis on sales
D. Strong emphasis on technology

Answer: B

QUESTION: 8
What needs to happen to ensure that insurers play on a broader and more open playing field?

A. A streamlined approach to insurance regulation
B. A broader approach to insurance regulation
C. A simplified approach to insurance regulation

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