

# 00M-646

**IBM**

*IBM WebSphere Sales Mastery Test v5*

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**QUESTION: 1**

Per the Business Process Improvement with BPM Whiteboard discussion, the BPM capabilities include:

- A. Automation, monitoring, optimization, governance, and integration.
- B. Modeling, integration, optimization, governance, and security.
- C. Discovery, automation, monitoring, analysis, and governance.
- D. Automation, discovery, optimization, analysis, and governance.

**Answer: C**

**QUESTION: 2**

The goal of the application life cycle discovery conversation is to:

- A. Introduce WebSphere application development products.
- B. Debate the real costs of open source middleware.
- C. Uncover the challenges of open source adoption.
- D. Introduce customer references.

**Answer: A**

**QUESTION: 3**

Which PartnerWorld resource would you leverage to find out about promotions, programs, and announcements?

- A. Sales Plays
- B. WebSphere Virtual Sales Assistant
- C. WebSphere Feature Packs
- D. WebSphere Top Gun Offerings

**Answer: A**

**Reference:**

<https://www-304.ibm.com/partnerworld/wps/pub/overview/B7008PW?pid=ID1445>

**QUESTION: 4**

Using analytics to determine next steps in process improvement enables:

- A. Implementation of new business rules by business analysts.

- B. Improved alignment of ROI and process performance.
- C. Comparisons of current operational performance with trends, which provides actionable information about how to further improve business processes.
- D. Faster financial approval of process improvement projects.

**Answer:** C

**QUESTION: 5**

What WebSphere capability enables consistent application responsiveness during spikes in demand?

- A. Mediation services
- B. Business transaction integrity
- C. Elastic caching
- D. Business activity monitoring

**Answer:** C

**Reference:**

[http://www-05.ibm.com/de/events/symposien/pdf/tag1/appInfrOverviewV5\\_Vollmar.pdf](http://www-05.ibm.com/de/events/symposien/pdf/tag1/appInfrOverviewV5_Vollmar.pdf)(page 15, need to count)

**QUESTION: 6**

Trusted Zone integration use cases often include data transformation, dynamic routing, and traffic shaping. These capabilities can be implemented using:

- A. Secure XML gateway appliance
- B. Cloud integration appliance
- C. Elastic caching appliance
- D. ESB appliance

**Answer:** D

**QUESTION: 7**

An IT architecture approach that takes applications and refactors them into reusable units representing common business tasks is known as:

- A. Event-driven architecture (EDA)
- B. Enterprise Application Integration (EAI)



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