

00M-667

IBM

*IBM Mobile Foundation Enterprise Sales Mastery test
v1 Exam*

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QUESTION: 1

Which of the following is the primary differentiator between the Worklight Mobile Platform and Kony's Mobile Platform?

- A. The ability to build adaptors that connect to a wide variety of back-end applications.
- B. The ability to build Hybrid applications using HTML5, JavaScript and CSS that interact directly with the device.
- C. The ability to support both B2C and B2E applications from a single solution.
- D. The ability to gather analytics on application usage and transactions that can then be formatted and uploaded to any of the industry leading web analytics platforms.

Answer: B

QUESTION: 2

Which actions are part of WebSphere Cast Iron's integration approach?

- A. Configure through Studio & TIP Repository
- B. Run through WebSphere Cast Iron Platform
- C. Manage through Web Management Console
- D. All of the above

Answer: C

QUESTION: 3

An ideal prospect/customer for Mobile Devices has the following profile?

- A. Customer looking to lockdown smart phones and tablets
- B. Customers looking to have single view of all devices on their network.
- C. Customer looking for a product with specialty features.
- D. All of the above

Answer: C

QUESTION: 4

What are the benefits of an integrated security approach that can be achieved with IEM for Mobile Devices?

- A. Compliance ready configuration.
- B. Corporate data protection and personal data separation
- C. Secure and authenticated connections
- D. All of the above

Answer: C

QUESTION: 5

How is endpoint manager able to provide continuous visibility, control and automation?

- A. Automated scanning capability
- B. Agent continuously running on most endpoints
- C. Customizable web reports
- D. All of the above

Answer: B

Reference:

<http://www-304.ibm.com/industries/publicsector/fileserve?contentid=215800>(page 1, see highlights, second bullet)

QUESTION: 6

Which of the following competitive scenarios are you most likely to encounter in a sales cycle?

- A. Kony will come in at the lowest price point.
- B. Pyxis (Verivo Software) will offer services and consulting to support the project.
- C. PhoneGap will offer to develop the back-end connectivity portion themselves for free.
- D. The chief architect will decide that building the entire thing alone using open source solutions is the best way to go.

Answer: B

QUESTION: 7

What are all the possible types of mobile application outputs that Worklight can be used to produce?

- A. Hybrid, Native and HTML5.
- B. Hybrid
- C. Native and HTML5
- D. Hybrid and Native

Answer: A

Reference:

<http://blog.davalen.com/2012/08/16/ibm-worklight-for-hybrid-apps-more-than-a-mobile-site/>(third para)

QUESTION: 8

Which of the following pro / con statement(s) best represents the characteristics of developing a hybrid mobile application?

- A. Pro - reach all devices without noticeable compromise on user experience / Con - gaming applications and other highly dynamic applications are not a good fit
- B. Pro - uniquely supported by iOS devices / Con - not supported by Android, Windows Phone and Blackberry devices
- C. Pro - makes use of specialized device-specific skill-set / Con - requires expensive resources to complete development
- D. All of the above

Answer: A

QUESTION: 9

Which target mobile devices can IBM Worklight develop applications for?

- A. iOS, Android, Blackberry and WindowsPhone7



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