

00M-601

IBM

*IBM Healthcare Industry Solutions Sales Mastery Test
v1*

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QUESTION: 1

What re-engineering project was designed to change the way Trillium worked with patients?

- A. Act
- B. Do
- C. Think
- D. Try

Answer: D

QUESTION: 2

What are two ways of purchasing that have been found in customer buying habits?

- A. A systems approach and an open source perspective
- B. A systems approach and a cost saving perspective
- C. A systems approach and a ground-up perspective
- D. A systems approach and an infrastructure perspective

Answer: B

QUESTION: 3

What was the first emphasis, from the clinician's point of view, from a productivity standpoint?

- A. They did not want constantly switch from one application to another to find more information.
- B. They did not want to spend time in the same application to find more information.
- C. They did not want to have to search an application to find more information.
- D. They did not want to have to start with a new application.

Answer: A

QUESTION: 4

What is the typical percentage of funding for healthcare IT departments?

- A. 2% to 4%
- B. 2% to 8%

- C. 1% to 3%
- D. 1% to 3%

Answer: A

QUESTION: 5

What is the SOA Foundation framework and the IBM Health Integration Framework based on?

- A. New technology
- B. Closed standards
- C. A set of open standards
- D. Life Sciences standards

Answer: A

Explanation:

ftp://ftp.software.ibm.com/software//industries/healthcare/HIF_0311.pdf (page 4, second paragraph, blue column)

QUESTION: 6

Where does the Health Integration Framework leverage components from?

- A. Software group and services
- B. Hardware group and services
- C. Software and group applications
- D. Software and programming

Answer: A

Explanation:

https://www304.ibm.com/partnerworld/wps/servlet/ContentHandler/isv_com_ind_frameworks_healthcare(third paragraph)

QUESTION: 7

How are hospitals transforming themselves to accommodate their shifting environment?



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