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QUESTION & ANSWER

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Exam : **000-M601**

Title : IBM Healthcare Industry Solutions Sales Mastery Test v1

Version : Demo

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

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

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 findmore information.
B. They did not want to spend time in the same application to find moreinformation.
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