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QUESTION & ANSWER

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Exam : **00M-651**

Title : IBM PureApplication System Sales Mastery Test v1

Version : Demo

1.Which one of the following is NOT a business demand that the IBM PureApplication™ System helps enable customers to address?
A. Capturing business opportunities more quickly
B. Increased business innovation
C. Leveraging technology more strategically
D. Increased business process control
Answer: D

2.Most IBM PureApplication™ System whiteboard conversations will have unique outcomes, but the most desired and logical next step in the sales process is which of the following options.?
A. An agreement to move forward with a PureExperience offer
B. A purchase order
C. Another whiteboard discussion with the line of business leaders
D. An Express Business Value Assessment (BVA)
Answer: A

3.Which is NOT a benefit of the IBM PureApplication™ System simplified experience?
A. Ability to be upgraded with zero downtime
B. Single management console with role-based processes and automation capabilities
C. Embedded process control and security patterns
D. Only two contacts needed for support: one for hardware and one for software
Answer: D