

EXAMGOOD

QUESTION & ANSWER

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Exam : M2180-646

**Title : IBM WebSphere Sales
Mastery Test v5**

Version : Demo

- 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

- 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

- 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

- 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 providesactionableinformation about how to further improve business processes.
 - D. Faster financial approval of process improvement projects.

Answer: C

- 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