



# M2070-740<sup>Q&As</sup>

IBM Enterprise Content Management Sales Mastery Test v3

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#### QUESTION 1

IBM Content Navigator is commonly referred to as:

- A. An ECM plug-in
- B. The Content Experience Platform
- C. CN8
- D. Caravan

Correct Answer: B

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#### QUESTION 2

Customers that require Social Tools like blogs and wikis and Back-office ECM solutions also need:

- A. IBM Content Navigator
- B. IBM Connections Enterprise Content Edition
- C. IBM Connections ContentManager
- D. IBM WebSphere Portal

Correct Answer: B

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#### QUESTION 3

Which of these are common use cases for OnDemand?

- A. Customer Service, eBPP and back office reports
- B. Case Management or Advanced CaseManagement
- C. Active data, check in - check out
- D. Scanning paper documents to start a workflow

Correct Answer: A

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#### QUESTION 4

Which of the following would most likely appeal to the Legal role/staff within an organization?

- A. Analytics
- B. Archiving



C. Discovery

D. Disposal

Correct Answer: C

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#### QUESTION 5

Which of the following is NOT included in the IBM Records and Retention Management solution?

A. Advanced visualizations and machine learning technology for records classification to help organizations gain insight into data usage, data value, and clean up legacy data

B. A DoD V5015 Certified Records Management application which supports regulatory compliance for record keeping, automates records capture, records retention and disposition

C. Statement presentment and report management to generate a fast and significant ROI by reducing print and storage costs

D. An application to manage the global retention schedule, records taxonomy and legal citation library with auditing support for schedule changes and jurisdictional differences in the retention policy

Correct Answer: C

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