



M2090-626^{Q&As}

IBM Cognos Business Intelligence Sales Mastery Test v3

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**QUESTION 1**

A new client asks about the core differentiators between IBM Cognos Business Intelligence and the competition. Which topic favorably positions IBM Cognos Business Intelligence?

- A. It provides a unified workspace for all users.
- B. Its license cost.
- C. Its implementation.
- D. It provides write back capabilities.

Correct Answer: D

QUESTION 2

Which IBM Business Analytics product includes full IBM Business Intelligence to enable users with full self-service reporting and analysis?

- A. IBM Cognos Performance Management TM1
- B. IBM SPSS Statistics
- C. IBM Cognos Controller
- D. IBM Cognos Disclosure Management

Correct Answer: D

Reference:

<http://www-03.ibm.com/software/products/en/category/business-analytics>

QUESTION 3

A client has many data sources and a heavy reliance on internal spreadsheets. They are seeking a new business intelligence solution which will address their issues. Which response is correct about IBM Cognos Business Intelligence?

- A. It was designed to work with the business user, without a heavy reliance on IT.
- B. All data used by can be accessed via mobile devices via Windows. iOS and Android.
- C. It only addresses customer's visualization needs.
- D. It is limited when it tries to access information from multiple applications and pulls it together into a single platform.

Correct Answer: D



QUESTION 4

Which IBM product includes IBM Cognos Business Intelligence for self-service reporting?

- A. IBM Cast Iron
- B. IBM Endpoint Manager
- C. IBM Rational ClearQuest
- D. IBM Sterling Order Management

Correct Answer: B

Reference:

http://www01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_sm/4/649/ENUS5725-E24/index.html&lang=en&request_locale=en

QUESTION 5

Which application can connect with IBM Cognos Business Intelligence?

- A. IBM Cognos can connect to any data source.
- B. IBM Cognos can only connect to its native connections, such as DB2
- C. IBM Cognos can connect to SAP.
- D. IBM Cognos can connect to Oracle.

Correct Answer: A

Reference:

http://www01.ibm.com/support/knowledgecenter/SSRL5J_1.0.1/com.ibm.swg.ba.cognos.ug_cra.10.1.1.doc/c_datasources.html

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