M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

In which deployment option is the Salesforce.com integration supported?

A. IBM Sterling CPQ on premise

B. IBM Sterling CPQ SaaS Premium

C. IBM Sterling CPQ on Cloud

D. All of the above.

Correct Answer: D

QUESTION 2

What are manual pricing rules?

A. Pricing rules that are automatically applied to a quote by the system.

B. Pricing rules that are suggested by the system for a sales rep to use in a quote.

C. Pricing rules that always require approval by a sales manager if applied.

D. Pricing rules that allow discounting of shipping costs.

Correct Answer: B

Reference:

http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.gettin gstarted.doc%

2Fgettingstarted.html

QUESTION 3

What are the characteristics that ensure best performance and scalability of the configuration engine?

A. Stateless design

B. Model caching

C. Both A and B

D. Runtime XML files for models

Correct Answer: A

QUESTION 4

IBM Sterling Order Management was built for multi-enterprise business processes in which of the following business models?

A. B2B

B. B2C

C. B2B, B2C

D. B2B, B2C, B2B2B, B2B2C

Correct Answer: C

Reference: http://www-01.ibm.com/software/genservers/commerceproductline/ (first paragraph, last sentence)

QUESTION 5

Which of the following components is included in the standard IBM Sterling Order Management solution bundle?

A. Pricing and Promotions

B. Global Inventory Visibility

C. Product Configurator

D. Marketing

Correct Answer: B

Reference: http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf (page 4, third last bulleted point on the page)

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