P1000-004^{Q&As}

IBM Omni-Channel Commerce Solutions Technical Mastery v1

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QUESTION 1

When meeting with the Head of eCommerce for IBM Dynamic Pricing, which prospecting question would be most appropriate to learn how important is their eCommerce channel to their overall brand image?

A. How often do you currently update online prices?

B. Do you have a way to strategically group and price items with low competitive price elasticity?

C. What are your plans for sales or sku growth over the next three years?

D. What steps are you taking to streamline the channel to improve your brand image?

Correct Answer: D

QUESTION 2

When meeting with the Head of eCommerce for IBM Dynamic Pricing, which prospecting question would be most appropriate to establish our solution as a leader in the pricing space?

A. Do you have a way to strategically group and price items with low competitive price elasticity?

B. What is your process for creating a price quote for a complex and configurable product?

C. What steps are you taking to streamline the channel to improve your brand image?

D. What are your plans for sales or sku growth over the next three years?

Correct Answer: D

QUESTION 3

Which IBM Commerce Software capability would a company need most if they were struggling to make sense of all of their customer business and market data, and needed to be more agile in responding to market changes?

A. In-context view of data to take action based on insights gleaned

B. Automatic product re-sequencing

C. Manage multiple storefronts on a single platform

D. Mobile optimized experiences to engage customers when and how they want to shop

Correct Answer: C

QUESTION 4

Which challenge does IBM Configure Price Quote\\'s approval process pipeline address for a VP of Sales?

A. Standardize quotes and reduce the amount of time required to approve quotes

B. Enable field sellers to create and approve promotions during the quoting process

C. Reduce error rates in the quoting process

D. Quickly view and sell recommended Items that will complement existing products

Correct Answer: A

QUESTION 5

What is a typical large size deal for IBM WebSphere Commerce Managed Hosted?

A. S30-50K per month

B. S25-30K per month

C. S15-S25K per month

D. $50K+per month

Correct Answer: B

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