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QUESTION 1
To which types of decisions can Decision Management be applied?
A. Determining the cause of a customer\\'s problem
B. Determining why response rates for a campaign in one region are below average
C. Determining how to retain a customer and what budget we should spend
D. Determining how to optimize the product portfolio to increase market share
Correct Answer: B
QUESTION 2
Predictive Analytics is a
A. real time predictive dashboard
B. method of visualizing our data
C. science concerned with finding repeatable patterns in data
D. query, reporting and a search tool
Correct Answer: C
Reference: https://pegasystems2.https.internapcdn.net/pegasystems2/marketing/C-762-StudentGuide.pdf
(216)
QUESTION 3
A Scoring Model allows you to differentiate between
A. Accept, Reject, Maybe Later
B. Good, Bad
C. Good, Better, Best
D. Good, Bad, Unknown
Correct Answer: B
Reference: https://pegasystems2.https.internapcdn.net/pegasystems2/marketing/C-762-StudentGuide.pdf
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QUESTION 4

In a Set Property component, the Rank value is determined by
A. the default value of the Rank
B. the sequence in which it appears on the canvas
C. the data transform
D. the order in which the propositions are received
Correct Answer: D
Reference: https://pegasystems2.https.internapcdn.net/pegasystems2/marketing/C-762-StudentGuide.pdf
(176)
QUESTION 5
When compared to a Predictive Model, an Adaptive Model is different as it
A. can use strategy properties as predictors
B. considers both symbolic and numeric predictors
C. learns from both positive and negative outcomes
D. uses predictor binning
Correct Answer: C
Reference: https://pegasystems2.https.internapcdn.net/pegasystems2/marketing/C-762-StudentGuide.pdf

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Questions