Exam : **000-M239**

Title : WebSphere Sales Mastery
Test for the Sales
Professional v4

Version : DEMO

1.What is an ideal next step after the Business Process Management (BPM) whiteboarding exercise?

A.Provide the client with Industry Use Cases.

B.Ask the client for the order of the products you discussed during whiteboarding exercise.

C.Gain agreement to move forward with a Business Value Assessment (BVA) Workshop.

D.Schedule a second whiteboarding session with the IT staff.

Answer: C

2.How does JBoss define a "socket".?

A.a CPU

B.the number of processor cores

C.Intel only chips

D.none of the above

Answer: A

3.Customer Opportunity Workshops should

A.be used to salvage a sale that is collapsing

B.be used late in the sales cycle

C.be considered and included in every Win Plan

D.not require customer participation

Answer: C

4.WebSphere Enterprise Service Bus (WESB) is central to the SOA evolution.Which of the following statements describe value delivered by WESB?

A.Integrates seamlessly with the WebSphere platform

B.Delivers business-critical qualities of service.

C.Is an integrated solution for service mediation and hosting

D.All of the above

Answer: A

5.Which of the items below is NOT an attribute of a Use Case?

A.repeatable

B.solutions oriented

C.complex

D.industry focused

Answer: B

6.What value is provided by WebSphere service visibility and governance capabilities?

A.Ensures services can be found and right services are accessed.

B.Reduces costs and duplication by leveraging existing assets.

C.Meets audit requirements by tracking services and transactions.

D.All of the above.

Answer: D

7.Which statement below accurately tefleds the concept of Business Process Management (BPM)?

A.BPM is a discipline designing and managing systems in a thoughtful, systematic and flexible way that takes the whole, end-to-end business process into account

B.The use ofsoftware, such as orchestration engines and workflow tools, at run-time, to direct the sequence of execution of software components and human activity steps in a process

C.Using software to control the conditional execution of activities based on rules and potaes

D.all of the above

Answer: A

8.Which choiceis TRUE of WebSphere sMash?

A.use of BPM to model company carbon footprint

B.platform to reduce application server costs

C.open source version of WebSphere Application Server (WAS)

D.Application Server & Development Platform for lightweight Java/PHP applications

Answer: D

9.It's very likely that our clients have Tomcat applications along with their Application Server applications.What is the IBM WebSphere strategy for replacement of Tomcat installations?

A.Sellclients about WebSphere Application Servers (WAS) new strategy of Feature Packs (FEPs)

B.Sell clients WebSphere Express & WEB 2 0 Feature Pack

C.Sell clients support (or WebSphere Community Edition (WAS CE)

D.Sell WebSphere Extended Deployment (WXD) to add Quality ofService(QoS) to TomCat Applications

Answer: B

10.Which of the following statements describe ways to engage customers in business driven BPM conversations?

A.Align the business agility story to industry imperatives

B.Be focused on IBM assets rather than customer outcomes

C.Provide a way of linking a business view and an IT view of the solution

D.AandC

Answer: D

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