

**Exam** : **00M-609**

**Title** : IBM Insurance Industry  
Solutions Sales Mastery  
Test v1

**Version** : DEMO

1.What do insurers need to have in place for processes and systems to really become a partner in risk management?

- A. A need to take on risk at an enterprise and an individual level
- B. An understanding of risk at an enterprise and an individual level
- C. A business case for reducing risk
- D. More documentation

**Answer: A**

2.What is growing exponentially and has implications for the insurance industry?

- A. Mobile data processing
- B. Digital communications
- C. Digital data processing
- D. Digital data storage

**Answer: D**

3.What is one of three items that top performers in the insurance industry are focused on?

- A. Their needs
- B. The customer
- C. The trends for database technology
- D. IBM standards

**Answer: B**

4.What is one of the innovations for channels that is new on the horizon?

- A. Automated language translation

- B. Automated billing
- C. Automated data processing
- D. Automated payments

**Answer: C**

5.What do insurers need to develop to meet customers' needs

- A. Fewer branch offices
- B. Less diverse product offerings
- C. Configurable set of insurance products
- D. More complicated product offerings

**Answer: A**

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