

Exam : 00M-654

Title : IBM Emptoris Telecom  
Expense Management  
Sales Mastery Test v1

Version : DEMO

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1. In TEM what does the acronym "BYOD" stand for?

- A. Buy Your Own Data
- B. Beyond Data
- C. Bring Your Own Device
- D. Bring Your Own Design

Answer: C

2. The global TEM Compounded Annual Growth Rate (CAGR) is approximately:

- A. 10%
- B. 12%
- C. 17%
- D. 21%

Answer: C

Explanation:

Reference:

<http://www.reportlinker.com/p0787925/Global-Telecom-Expense-Management-Market.html>  
(see first para on the page)

3. Which of the following are considered "tier 1" competitors?

- A. Tangoe
- B. SAP
- C. AT & T
- D. Telesoft

Answer: A

4. Which of the following statements is false?

- A. IBM offers a fully automated TEM lifecycle solution across the telecom infrastructure including data, voice, and mobile assets
- B. The IBM offer focuses on wireless telecomm assets only
- C. The IBM offer includes all critical TEM processes required by the Gartner TEM definition
- D. The IBM offer is composed of multiple software platforms

Answer: B

5. Customers are indicating a desire for termination-at-will contracting, which indicates:

- A. Short sales cycles
- B. A vote of no confidence
- C. Good buyer relationships
- D. Low cost purchase

Answer: A

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