

**Vendor:** IBM

**Exam Code:** M2040-656

**Exam Name:** ICS SmartCloud for Social Business Sales  
Mastery Test v1

**Version:** Demo

**Question No : 1**

What is the URL to log into SmartCloud for Social Business?

- A. www.socialcloud.com
- B. www.getsocial.com
- C. www.ibm.connections.com
- D. www.ibmcloud.com/social

**Answer: D**

Reference: [http://www-10.lotus.com/ldd/bhwiki.nsf/dx/Exercise\\_3.1\\_Configuring\\_IBM\\_SmartCloud\\_Notes\\_for\\_web\\_only\\_access\\_LLNHcourse](http://www-10.lotus.com/ldd/bhwiki.nsf/dx/Exercise_3.1_Configuring_IBM_SmartCloud_Notes_for_web_only_access_LLNHcourse)(features in smartcloud notes web, second last bulleted point)

**Question No : 2**

What are the billing options for SmartCloud for Social Business?

- A. Daily, Per Minute
- B. Monthly, Quarterly, Annually, Upfront
- C. Per User, Per Department
- D. By the number of minutes a user is logged in

**Answer: B**

**Question No : 3**

Which of the following is a potential sales opportunity for SmartCloud for Social Business?

- A. A satisfied Lotus customer.
- B. Lotus customers that have stated an intent to move to another collaboration platform.
- C. Whitespace customers who do not currently do business with IBM.
- D. All of the above

**Answer: A**

**Question No : 4**

SmartCloud Engage runs in what type of cloud?

- A. Private cloud
- B. Public cloud
- C. Amazon cloud
- D. All of the above

**Answer: B**

**Question No : 5**

What is the purpose of the tiered pricing for SaaS parts?

- A. To reduce the number of special bids
- B. To provide a discounted price based on committed purchase volumes
- C. To arm sellers with price points that can win business
- D. All of the above

**Answer: B**

**Question No : 6**

Which of the following is NOT a major SmartCloud for Social Business differentiator?

- A. Free unlimited guest accounts
- B. Integrated services
- C. Unlimited file storage
- D. Dashboard as a central place to access all services

**Answer: C**

**Question No : 7**

Which of the following best describes a SmartCloud Notes hybrid configuration?

- A. Integration between SmartCloud Notes and Symphony
- B. Migration of user mailboxes to the cloud

- C. A modified mail template for cloud users
- D. Seamless integration between on-premises and cloud based Notes mail users

**Answer: D**

Reference:[http://www.chooseportal.com/services-and-solutions/technology-solutions/social-business/smartcloud-notes/\(hybrid\)](http://www.chooseportal.com/services-and-solutions/technology-solutions/social-business/smartcloud-notes/(hybrid))

**Question No : 8**

Which of the following are the key benefits of Communities?

- A. Enables people to work together more effectively
- B. Brings people together to a central place to collaborate on projects or topics
- C. Facilitates cross-company collaboration since participants can join without paying for a subscription
- D. All of the above

**Answer: D**

**Question No : 9**

Which one of these services is NOT part of SmartCloud Engage?

- A. Meetings
- B. Activities
- C. Communities
- D. Blogs

**Answer: D**

Reference:<http://www-10.lotus.com/ldd/bhwiki.nsf/xpViewCategories.xsp?lookupName=Product%20Documentation>