

Exam : M2170-652

Title : Curam Sales Mastery Test
v1

Version : DEMO

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1.The Social Program Management Platform Value Proposition includes:

- A.Enables a rapid, lower-risk implementation by leveraging pre-built and configurable social services elements and business processes
- B.Empowers the business to define and deploy new programs through configuration tools in a runtime environment
- C.Protects current investment and provides flexibility to address new and emerging service delivery trends
- D.All of the above

Answer: B

2.Curam is a fully integrated product suite.What types of social programs does Curam support?

- A.Social Security
- B.Free milk program
- C.The space program
- D.None of the above

Answer: A

3.Understanding how the tiers of government operate is critical to successful opportunity identification and prospecting since that understanding allows you to:

- A.Align the payment schedules to the government schedules
- B.Know which is the middle tier so as not to incorrectly promote them to the top and bottom
- C.Know where to send the invoice whenCuramsolutions are sold
- D.AlignCuramsolutions directly to the business of the jurisdiction

Answer: D

4.Curam is an important component of IBM's Smarter Cities strategy by providing the solutions for which segment of the Smarter Cities framework:

- A.Infrastructure
- B.Planning and Management
- C.Human
- D.All of the above

Answer: C

5.What is a case?

- A.It is used to manage interactions between the participant and the agency
- B.A case is a category of intake questions
- C.It is a key part ofCuram
- D.A and C

Answer: C

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