



M2070-740^{Q&As}

IBM Enterprise Content Management Sales Mastery Test v3

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QUESTION 1

What is Content Manager OnDemand "optimized" for?

- A. Workflows
- B. Content Analytics
- C. Individual documents
- D. Large scale storage of print output

Correct Answer: D

QUESTION 2

When looking for a good candidate for Advanced Document Imaging and Branch Automation Solutions, what organization characteristics should you look for?

- A. Large organizations in the paper-intensive industries of banking, insurance, healthcare, government and manufacturing
- B. Widely dispersed organizations that have branches or regional offices where documents are generated or received
- C. Organizations that process, store and distribute paper documents internally and looking to digitize and streamline costs.
- D. All of the above

Correct Answer: D

QUESTION 3

Which IBM bundle comes with Content Navigator?

- A. IBM Content Foundation
- B. IBM Connections ContentManager
- C. IBM Connections Enterprise Content Edition
- D. A and C

Correct Answer: D

QUESTION 4

Which is not a "Top of Mind" need for case interested executives?



- A. Effectiveness of core LOB applications
- B. Providing comprehensive visibility into process metrics, spend and customer satisfaction
- C. Increasing IT spending
- D. Adhering to regulatory compliance and maintaining proper controls and records

Correct Answer: C

QUESTION 5

What are the key characteristics of ICM target customers?

- A. Highly regulated industries
- B. Industries where the product is often document: Financial Service. Banking and Insurance
- C. Industries where a lot of responsibility is given to the decisions of individual knowledge workers
- D. All of the above

Correct Answer: D

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