



M2070-740^{Q&As}

IBM Enterprise Content Management Sales Mastery Test v3

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QUESTION 1

Which programming language is NOT required to use IBM Content Navigator?

- A. JavaScript
- B. HTML5
- C. Pascal
- D. CSS

Correct Answer: C

QUESTION 2

Which of these are common use cases for OnDemand?

- A. Customer Service, eBPP and back office reports
- B. Case Management or Advanced CaseManagement
- C. Active data, check in - check out
- D. Scanning paper documents to start a workflow

Correct Answer: A

QUESTION 3

Which of the following is not considered a "top of mind" consideration for implementing Value Based Archiving?

- A. Reducing the risk potential for sharing sensitive, inappropriate, or private information
- B. Finding "smoking gun" emails before they can be used against you
- C. Elimination of redundant, obsolete, and trivial content
- D. Capturing email for compliance and legal purposes

Correct Answer: C

QUESTION 4

Which of these groups are OnDemands major competitors?

- A. CA, Microsoft, SAP
- B. ASG/Mobius, EMC, CA



C. Oracle, SAS,Apple

D. EMC,Microsoft,Oracle

Correct Answer: B

QUESTION 5

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

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