M2070-740^{Q&As}

IBM Enterprise Content Management Sales Mastery Test v3

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QUESTION 1

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

QUESTION 2

Who are the two primary technology decision makers and influencers for Content Manager OnDemand solutions?

A. Chief Information Officer and IT Director

B. Chief Customer Officer and CFO

C. Chief Marketing Officer and Chief Compliance Officer

D. Chief Credit Officer and Chief Audit Executive

Correct Answer: A

QUESTION 3

Which of the following Datacap features help to eliminate expensive, error-prone manual data entry problems associated with document imaging?

A. Keyword search

B. Optical character recognition (OCR) and text analytics

C. Math calculations

D. All of the above

Correct Answer: D

QUESTION 4

Who are the 5 information stakeholders within an organization represented in the Information Governance Reference Model (IGRM)?

A. Legal,RIM,IT, Business and Privacy/Security

B. Legal, IT,Facilities,Business and RIM

C. Legal,Business,C-Suite, IT and Privacy/Security

D. None of the above

Correct Answer: A

QUESTION 5

If a bank eliminates daily courier pickups by scanning documents in the branch, approximately how many US dollars will it save per branch per day?

A. 3 dollars

B. 40 dollars

C. 70 dollars

D. 120 dollars

Correct Answer: C

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