M2070-740^{Q&As}

IBM Enterprise Content Management Sales Mastery Test v3

Pass IBM M2070-740 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.passapply.com/m2070-740.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by IBM Official
Exam Center

QUESTION 1

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 2

The following are reasons why access to information is key. Which is not an ICM OOTB capability?

A. Capture and activation of information in the context of a case

B. Access to web based news sources

C. Access to critical content for decisions, as evidence in a case and as a source for deeper insights

D. Virtually 360-degree view of case information

Correct Answer: B

QUESTION 3

When talking to a customer to see if Content Manager OnDemand is a good fit, what question should be asked first?

A. Do your Customer Service Reps (CSRs) need workflow to respond to customers?

B. How do CSRs access all information necessary to respond to customer questions?

C. How do CSRs do scanning of documents today?

D. Do your CSRs need CaseManagement?

Correct Answer: B

QUESTION 4

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 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

Latest M2070-740 Dumps   M2070-740 Practice Test   M2070-740 Exam Questions