



# M2090-743<sup>Q&As</sup>

IBM Big Data and Analytics Sales Mastery v2

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#### QUESTION 1

IBM Data Warehouse solutions include Cloud and Software but not Appliance.

- A. True
- B. False

Correct Answer: B

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#### QUESTION 2

When talking to an IT buyer who thinks that Operations Analysis sounds difficult, which response does NOT apply?

- A. Machine data is complicated, but we've made it easier to analyze
- B. It's only complicated if you have machine data in-motion.
- C. IBM solutions will help you analyze machine data in addition to enterprise data.
- D. IBM solutions will help you combine machine and enterprise data.

Correct Answer: C

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#### QUESTION 3

A major differentiator for the Watson Foundations is:

- A. Ability to analyze structured data
- B. Analytics and Governance throughout
- C. Open source Hadoop
- D. All of the above

Correct Answer: C

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#### QUESTION 4

What is the problem BigInsights solves for our customer?

- A. Our customers want Hadoop to be able to analyze data in motion.
- B. Our customers want to manage new data sources in an efficient way. They want to acquire, grow and analyze data in order to stay competitive and grow their business.
- C. Our customers want to explore data, extract, load, and transform the data into trusted information then move into a PureData for Analytics environment for analysis.



D. Our customers want to have a single view of the customer and maintain the '\golden\' record of enterprise information that will be '\pushed\' to every application that needs that information.

Correct Answer: A

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#### QUESTION 5

The IBM Watson Foundations are made up of different data zones that match to different data analysis needs.

A. True

B. False

Correct Answer: A

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