



M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

In which deployment option is the Salesforce.com integration supported?

- A. IBM Sterling CPQ on premise
- B. IBM Sterling CPQ SaaS Premium
- C. IBM Sterling CPQ on Cloud
- D. All of the above.

Correct Answer: D

QUESTION 2

What is a key marketing capability in the WebSphere Commerce platform?

- A. Marketing experimentation (a/b testing)
- B. Marketing resource management
- C. Marketing analytics
- D. Campaign planning

Correct Answer: D

QUESTION 3

What types of changes CANNOT be done in the CPQ on Cloud deployment mode?

- A. Configuration of foundation and channels.
- B. Interfaces to 3rd party software packages.
- C. UI stylesheets
- D. Extend DB

Correct Answer: B

QUESTION 4



IBM Sterling Order Management was built for multi-enterprise business processes in which of the following business models?

- A. B2B
- B. B2C
- C. B2B, B2C
- D. B2B, B2C, B2B2B, B2B2C

Correct Answer: C

Reference: <http://www-01.ibm.com/software/genservers/commerceproductline/> (first paragraph, last sentence)

QUESTION 5

IBM Sterling Order Management enables commerce across a _____.

- A. Dynamic Business Network
- B. Wide Area Network
- C. Storage Area Network
- D. EDI Network

Correct Answer: A

Reference: <http://www-142.ibm.com/software/products/us/en/category/SWH00> (topic: order management)

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