



# M8010-238<sup>Q&As</sup>

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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#### QUESTION 1

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

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#### QUESTION 2

What are the key trends driving the Commerce space?

- A. Customers expect highly personalized and rich interaction.
- B. Businesses are becoming product-centric.
- C. Customers want to simplify shopping by using one channel for a given transaction.
- D. None of the above.

Correct Answer: A

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#### QUESTION 3

The ability to have multiple quotes assigned to a single opportunity enables sales people to \_\_\_\_\_.

- A. find the optimal price point of a quote
- B. handle approvals of quotes
- C. make quote negotiations more effective since alternative quotes can be presented to a prospect
- D. Both A and B.

Correct Answer: D

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#### QUESTION 4



WebSphere Commerce helps businesses to deliver and manage brand experience across which of the following channels and touchpoints?

- A. Any B2C touchpoint, excluding B2B.
- B. Web only.
- C. Web, mobile, call center, in-store, and extended channels such as social networks.
- D. WebSphere Commerce does not manage the customer experience.

Correct Answer: C

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#### QUESTION 5

IBM Sterling Configurator can be integrated with other applications. What specific characteristic makes it easy to accomplish such integrations?

- A. Configurator engine design is based on open standards such as XML and JAV
- B. Configurator engine has great performance and scalability characteristics.
- C. Configurator engine is a stateless engine.
- D. All of the above.

Correct Answer: B

Reference:

<ftp://public.dhe.ibm.com/common/ssi/ecm/en/zzd03084usen/ZZD03084USEN.PDF> (page 2, table, first row)

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