



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

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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### QUESTION 1

WebSphere Commerce platform empowers business users to manage the brand experience using which of the following tools?

- A. WebSphere Commerce Admin Console
- B. Management Center tools
- C. Starter Stores
- D. Rational Application Development tools

Correct Answer: B

Reference: <http://www-01.ibm.com/software/genservers/commerce/socialcommerce/> (third paragraph on the page right after bulleted points)

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### QUESTION 2

What component of IBM Sterling Order Management allows companies to efficiently handle returns and exchange processes?

- A. Sterling Collaboration Network
- B. Reverse Logistics
- C. Sourcing and Scheduling
- D. Vendor Management

Correct Answer: B

Reference: <http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf> (Page 6, 3rd paragraph)

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### QUESTION 3

Which of the following components is included in the standard IBM Sterling Order Management solution bundle?

- A. Pricing and Promotions
- B. Global Inventory Visibility
- C. Product Configurator
- D. Marketing

Correct Answer: B

Reference: <http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf> (page 4, third last bulleted point on the page)

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#### QUESTION 4

IBM Sterling OM provides a single order repository that enables a user to modify, update or track all orders real-time for what type of channel?

- A. Field Sales
- B. Retail Store
- C. Call Center
- D. Any combination of channels.

Correct Answer: D

Reference: <http://www.redbooks.ibm.com/redpieces/pdfs/redp4766.pdf> (Page 5, table1)

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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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