



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

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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### QUESTION 1

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)

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### QUESTION 2

What are manual pricing rules?

- A. Pricing rules that are automatically applied to a quote by the system.
- B. Pricing rules that are suggested by the system for a sales rep to use in a quote.
- C. Pricing rules that always require approval by a sales manager if applied.
- D. Pricing rules that allow discounting of shipping costs.

Correct Answer: B

Reference:

<http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.gettin%20gstarted.doc%2Fgettingstarted.html>

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### QUESTION 3

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 4

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 5

What are approval rules?

- A. Rules that if triggered approve discounts given on a quote.
- B. Rules that determine who has to approve next.
- C. Rules that are programmed into the system to facilitate approval workflow.
- D. Rules that determine if an approval is necessary for a quote.

Correct Answer: D

Reference: [http://www-05.ibm.com/cz/events/ibmforum2012/pdf/1\\_S-Commerce\\_2\\_13-55\\_Product-Perspective\\_H-Erdem.pdf](http://www-05.ibm.com/cz/events/ibmforum2012/pdf/1_S-Commerce_2_13-55_Product-Perspective_H-Erdem.pdf) (slide 24, second last bulleted point)

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