M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

Pass IBM M8010-238 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.passapply.com/m8010-238.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by IBM Official
Exam Center

QUESTION 1

In what phase of the Smarter Commerce lifecycle does WebSphere Commerce solution fit into?

A. Sourcing and procurement of goods and services.

B. Servicing customer needs across multiple channels.

C. Selling and fulfillment across channels.

D. Personalization and marketing across all channels

Correct Answer: C

QUESTION 2

In which of the core business areas of the Smarter Commerce initiative does IBM Sterling Order Management solution fit into?

A. Buy

B. Market

C. Sell and Service

D. Service

Correct Answer: A

Reference: http://www.ibm.com/smarterplanet/us/en/smarter_commerce/overview/#body_service

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

What does WebSphere Commerce "Customer Interaction Platform" strategy enables businesses to do?

A. Sell on the web.

B. Sell across multiple channels.

C. Connect web and in-store experience.

D. Monitor all customer interactions.

Correct Answer: B

Reference: http://publib.boulder.ibm.com/infocenter/wchelp/v7r0m0/index.jsp?topic=%2Fcom.ibm.com merce.admin.doc%2Fconcepts%2Fcovoverall.htm (second paragraph)

QUESTION 5

Why do prospects need enterprise strength CPQ solution?

A. Sales reps are too aggressive in their discounting.

B. Sales reps do not know the products well and require help in recommending the best product that fit their prospects needs.

C. Homegrown tools are expensive to maintain and spreadsheet solutions are always out of date.

D. All of the above.

Correct Answer: A

M8010-238 VCE Dumps   M8010-238 Study Guide   M8010-238 Exam Questions