



M8010-238^{Q&As}

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

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QUESTION 1

What are the 2 Smart Applications examples for IBM Sterling CPQ?

- A. Provides Discount Advisor for sales people and calculates Customer Ratings for dynamic approval limits.
- B. Provides Discount Advisor for sales people and many CPQ related standard reports.
- C. CPQ Datamart and CPQ standard reports.
- D. Approval sequence and Customer Ratings for dynamic approval limits.

Correct Answer: A

Reference:ftp://ftp.software.ibm.com/software/commerce/Sterling_customers/IBM_Sterling_Selling_and_Fulfillment_Suite_Helps_You_Improve_FINAL.pdf (slide 15 and 16)

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

QUESTION 3

What are the complexities that an enterprise strength configurator solution must be able to handle?

- A. Meet the functional requirements of the configuration problem at hand.
- B. Make it easy for various user types to configure a solution.
- C. Provide acceptable response times even if models grow large.
- D. All of the above.

Correct Answer: C



QUESTION 4

What type of capability is NOT provided by Delivery and Services Scheduling?

- A. Ability to schedule appointment at the time of creating an order.
- B. Ability to determine the best delivery crew or service provider.
- C. Ability to setup warranty based annual service maintenance schedules.
- D. Ability to connect Inventory availability with crew availability.

Correct Answer: B

Reference:

<http://public.dhe.ibm.com/common/ssi/ecm/en/zzd03092usen/ZZD03092USEN.PDF> (page 1, second paragraph, page 2, first 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- C. Homegrown tools are expensive to maintain and spreadsheet solutions are always out of date.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

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