



P1000-004^{Q&As}

IBM Omni-Channel Commerce Solutions Technical Mastery v1

Pass IBM P1000-004 Exam with 100% Guarantee

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

<https://www.passapply.com/p1000-004.html>

100% Passing Guarantee
100% Money Back Assurance

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

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

What is a critical discovery question to help qualify an Omni-Channel Commerce solutions deal?

A. How do you consistently keep your promise when fulfilling customer orders, both online and in stores?

B.

How effectively are you able to deliver timely, relevant and personalized content, information and promotions?

C. Do you rely on business analysts/scientists to provide the accurate and timely customer insights you need to make decisions?

D. Are Supply Chain Disruptions impacting your business and effecting your margins?

Correct Answer: B

QUESTION 2

Lack of actionable insights to make better pricing decisions in real-time is creating difficulty in driving business results. How does IBM Dynamic Pricing's cognitive abilities help address that?

A. Consumer behavior is monitored during the online buying process, when Dynamic Pricing sees a user-defined behavior, it can instantly offer a promotional price on a product to help drive the sale

B. Integration with Order Management software provides detailed On-Order information to Dynamic Pricing. Prices are dropped on items with excessive product in the pipeline based on user defined thresholds

C. Automated messages are sent to stores and district managers when non-compliant prices are seen in POS data

D. Rapid changes in competitor prices, a constant stream of sales and inventory data, cost changes, and updated web metrics along with other possible factors are all automatically absorbed into our dynamic modeling process.

Correct Answer: D

QUESTION 3

When meeting with a CIO of a B2B manufacturer, which IBM Commerce Software prospecting questions is the MOST appropriate?

A. Where do you feel you have the least visibility into customer/brand interaction?

B. How responsive is your website across different browsers and smart devices?

C. How are you managing your eCommerce environments today and what type of deployment model are you looking for going forward?

D. What is your strategy for improving customer satisfaction and loyalty?

Correct Answer: C



QUESTION 4

Which is a correct statement for IBM Configure Price Quote (CPQ)?

- A. CPQ is used primarily in a B2C atmosphere to assist the users in selecting products.
- B. CPQ is used to view all analytics around a B2C experience.
- C. CPQ is used solely as a product and pricing catalog, and is not customer facing.
- D. CPQ automates the selling process and simplifies the configuration of complex products and services.

Correct Answer: D

QUESTION 5

What are the core focus industries for IBM Commerce Software?

- A. Telecommunications, Electronics, Government and Health
- B. Retail, Telecommunications, Electronics, Industrial and Manufacturing
- C. Retail, Manufacturing, Energy and Banking
- D. Banking, Transportation and Logistics, Industrial and Manufacturing

Correct Answer: B

[Latest P1000-004 Dumps](#)

[P1000-004 PDF Dumps](#)

[P1000-004 Exam Questions](#)