# P1000-004<sup>Q&As</sup>

IBM Omni-Channel Commerce Solutions Technical Mastery v1

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## QUESTION 1

What are the core and target industries for Omni-Channel Commerce solutions?

A. Banking, Financial Services, Insurance. Travel and Transportation

B. Chemical, Government, Life Sciences

C. Aerospace. Defense, Energy, Mining, Utilities

D. Retail, Telecommunications, Electronics, Industrial and Manufacturing

Correct Answer: D

## QUESTION 2

Omni-Channel Commerce solutions is a part of what category/categories?

A. Watson Commerce only

B. Watson Marketing and Watson Commerce

C. Watson Supply Chain only

D. Watson Marketing only

Correct Answer: A

## QUESTION 3

When meeting with the Head of eCommerce for IBM Dynamic Pricing, which prospecting question would be most appropriate to establish our solution as a leader in the pricing space?

A. Do you have a way to strategically group and price items with low competitive price elasticity?

B. What is your process for creating a price quote for a complex and configurable product?

C. What steps are you taking to streamline the channel to improve your brand image?

D. What are your plans for sales or sku growth over the next three years?

Correct Answer: D

## QUESTION 4

Which of the following BEST describes the IBM Watson Commerce Insights\\' Assistant feature?

A. Alerts the merchandiser when the inventory is running low on preselected items in the assortment

B. Detects abnormal business conditions, such as revenue impact, along with supporting evidence and recommended actions

C. Compiles all of the frequently used users reports into one dashboard view for easy access

D. Identifies abandoned shopping carts, and can be configured to send a report to the marketer or automatically send a reminder email to the customer

Correct Answer: B

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## QUESTION 5

Which primary challenge does IBM Configure Price Quote\\'s cross-sell and upsell functionality address for the VP of eCommerce?

A. The ability to validate all configurations to reduce error rates

B. The ability to simplify complex configurations and control batch discounts

C. A guided selling experience for field sellers, with an intuitive user interface

D. Increase quote lines and revenue

Correct Answer: D

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