



# P2020-795<sup>Q&As</sup>

IBM Decision Optimization Technical Mastery Test v2

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### QUESTION 1

During the past 2 weeks a technical seller has been working on a POC. Following the presentation the client says that additional functionalities are needed for the POC to have the required impact. The client asked the technical sales team to come back to present the updated version within 2 weeks. The technical seller's assessment when reviewing the request is that the additional functionalities will require a heavy workload and will require one month to complete. A best practice for the technical seller in this case is:

- A. Ask for more time in order to deliver the required additional functionalities.
- B. Send an email to the client saying that the additional functionalities weren't part of the original scope.
- C. Request a session with the client to re-assess the situation and agree on follow-up actions including potential prioritized POC improvements
- D. Define priorities to be able to show as much additional functionalities as possible.

Correct Answer: C

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### QUESTION 2

A large international manufacturer is expanding rapidly and is looking to IBM for help in improving their supply chain network. Which metric does an IBM Decision Optimization solution help improve directly?

- A. customs compliance for global sourcing
- B. mean time to failure (MTTF) for equipment
- C. open distribution center costs
- D. global tax accounting

Correct Answer: C

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### QUESTION 3

How do Operations Researchers benefit from the OPL modeling capabilities offered by IBM CPLEX Optimization Studio?

- A. IMPROVE MODEL PERFORMANCE
- B. PROCESS BIG DATA.
- C. DEVELOP MODELS VERY RAPIDLY.
- D. REDUCE MEMORY FOOTPRINT

Correct Answer: C

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#### QUESTION 4

A customer is interested in deploying an optimization solution that will need to run locally on mobile devices that end users in the field carry with them. What is the most appropriate license and sizing metric that the IBM team would propose?

- A. IBM ILOG CPLEX Optimizer Deployment Edition and the number of mobile devices
- B. IBM ILOG CPLEX Optimization Studio Developer Edition Floating User Single Session and the number of concurrent users
- C. IBM CPLEX Optimizer Deployment Edition and the number of concurrent optimization requests
- D. IBM ILOG CPLEX Optimizer Single User Edition Client Device License and the number of mobile devices

Correct Answer: B

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#### QUESTION 5

The Vice President of production at a company supplying household cleaning supplies and related products tells the technical seller their finished goods inventories are "out of control" leading to frequent stock-outs of some SKUs (stock keeping units) and wastage of outdated product of others. Which benefit would the technical seller indicate can be realized through use of IBM Decision Optimization?

- A. An IBM Decision Optimization solution can solve big optimization problems faster than any other product on the market.
- B. The company's Operations Research department can easily build a realistic model of the production process.
- C. The IBM Decision Optimization solution can hedge the risk of stockouts with robust plans that consider alternative demand scenarios.
- D. The IBM Decision Optimization solution can predict where and when supply shortfalls will occur at least 2 weeks in advance

Correct Answer: C

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