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IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

The sales team has presented a detailed proposal to a company in the chemical industry for a production planning application. The customer expresses interest but is concerned about IBM\'s ability to deliver an application addressing very complex requirements. An appropriate next step for the technical seller would be:

A. Offer to arrange reference call(s) with previous customers with similar challenges.

B. Suggest engaging IBM Global Business Services (GBS).

C. Discuss finance options from IBM Global Finance (IGF).

D. Offer a fixed price contract

Correct Answer: B

QUESTION 2

After reviewing IBM Decision Optimization offerings, a customer gets interested in the Decision Optimization Center (DOC) product. The customer\'s requirement is for a development environment and a multi-user collaborative deployment environment. Which DOC components will the technical seller recommend?

A. DOC Developer Edition, DOC CPLEX Server and DOC Client

B. DOC Developer Edition, DOC Data Server, DOC CPLEX Server and DOC Client

C. DOC Developer Edition and DOC Planner

D. DOC Developer Edition. DOC Data Server, DOC Client

Correct Answer: B

QUESTION 3

A large paper manufacturer makes standard and specialty papers. The production process makes batches of long rolls of paper Individual customer orders can be accommodated by cutting the rolls into segments of varying widths. They have requested that IBM develop an optimization solution that improves their operational efficiency. Which is an appropriate goal to be optimized in this situation?

A. Reduce scrap loss.

B. Verify all customer orders.

C. Estimate set-up times between orders.

D. Design a color pattern for each roll processed.

Correct Answer: A

QUESTION 4

A customer is looking for a solution to determine the best staff levels at their service centers while considering variability in arrival rates of service tickets and duration to resolve them. Which IBM offering will the technical seller propose to the customer?

A. CPLEX Optimization Studio

B. SPSS Modeler

C. Decision Optimization Center with Uncertainty Toolkit

D. cloud

Correct Answer: C

QUESTION 5

The roles of sellers and technical sellers often overlap. What key action must the technical seller take to enable the seller to provide an accurate software license price quote for IBM Decision Optimization Center?

A. Determine if any contract terms should be altered

B. Discuss solution implementation timeline and project resources

C. Discuss deployment architecture and expected usage patterns

D. Review proposals for similar past solutions for existing clients

Correct Answer: C

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