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IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

While the components of a product demonstration will vary depending upon the requirements of the prospective customer, a best practice for all successful product demonstrations is to:

- A. Cover as many features as possible in order to impress the prospect.
- B. Lead with a description of the product architecture.
- C. Start by describing all input data before showing the solution.
- D. Focus on 2-5 key features and summarize their benefits.

Correct Answer: D

QUESTION 2

A customer wants to deploy an optimization based solution in a scalable and high availability (HA) deployment environment that provides failover and load balancing capabilities. Which application server can be used for deploying Decision Optimization Center server components to provide an HA environment?

- A. WebSphere Application Server Community Edition
- B. WebSphere Application Server Network Deployment
- C. Oracle WebLogic Server
- D. WebSphere Application Server

Correct Answer: D

QUESTION 3

A technical seller is preparing a demonstration for a large airline currently using a home-grown tool to dynamically schedule gates. Their system is very old, requires many manual tasks, and there is no easy way to track which gate managers are currently making changes in the system. Which features could best help the technical seller demonstrate the value of an IBM Decision Optimization-based solution when addressing the airline's current challenges?

- A. python API, DOCloud and collaborative development in CPLEX Optimization Studio
- B. Batch script execution, REST API and role-based authorization
- C. CP Optimizer, Interactive Gantt charts, and collaboration capabilities of DOC
- D. CPLEX Concert APIs. Profiler in CPLEX Optimization Studio, and custom task development

Correct Answer: D

QUESTION 4



A customer wants a platform that can be leveraged by their analytics team to quickly develop and deploy proof of concept optimization-based applications for business users. Which IBM offering would the technical seller propose to the customer?

- A. CPLEX Optimization Studio
- B. Decision Optimization Center
- C. DOcloud
- D. Uncertainty Toolkit

Correct Answer: A

QUESTION 5

A technical seller receives a phone call from a client who requests an evaluation license to run some performance benchmarks for a set of price optimization problems. The client says his company needs to find solutions of good quality in less than an hour and is comparing multiple engines. The technical seller only needs to understand:

- A. Whether he needs support during his evaluation period and the evaluation timeline
- B. When the evaluation period will need to start and the length of it.
- C. The other engines actual performance, and what a solution of good quality means exactly to their business.
- D. The number of users who will access it.

Correct Answer: C

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