

Exam : **000-M197**

Title : IBM WebSphere Portal
Family Sales Mastery Test
v1

Version : DEMO

1. Which statement is NOT true about IBM Learning Accelerator?

- A. It streamlines the management of training programs, resources, and courseware
- B. It empowers users to self-manage their own learning activities.
- C. It only supports mobile workers.
- D. It helps organizations operate more efficiently by meeting ongoing training requirements

Answer: C

2. Which business factors currently have the greatest impact on customer technology purchase decisions?

- A. PDA proliferation; microprocessor manufacturing costs
- B. global economics; mobile workforce, access to right level of information
- C. aging workforce; CEO wage freezes
- D. immigration legislation: government focus on 'green technologies'

Answer: B

3. Which statement is NOT true about WebSphere Everyplace Mobile Portal Enable?

- A. It is an additive offering that extends WebSphere Portal to a variety of mobile devices.
- B. It requires an existing WebSphere Portal (Server, Enable or Extend) implementation.
- C. It is ideal for customers who want to serve users through portal websites and mobile devices.
- D. it only works with WebSphere Portal Express.

Answer: D

4. Which is NOT a benefit of Mashup Center?

- A. streamlines collaboration and communication among knowledge workers
- B. quickly uncovers new business insights by easily assembling information from multiple sources on the glass
- C. speeds development and reduces costs through reuse, and sharing
- D. empowers knowledge workers and web developers to rapidly create new web applications

Answer: A

5. Which components make up the Lotus Forms offering?

- A. Portal Content Manager, and Domino
- B. Form Designer, Form Server, and Form Viewer
- C. Form Designer, Portal Server, and Adobe Reader
- D. Form, Workflow, and Repository

Answer: B

6. Lotus Forms extends the leadership of IBM in eForms because of its exceptional ease of use, its optimization of business processes, and industrial strength _____.

- A. KPIs
- B. Security & Scalability
- C. tooling
- D. compression

Answer: B

7. Which products does Content Accelerator include?

- A. Lotus Web Content Management, Lotus Quickr, IBM OmniFind
- B. Lotus Quickr, Lotus Sametime, Lotus Notes
- C. Lotus Quickr, IBM OmniFind, Lotus Connections
- D. Lotus Quickr, Lotus Connections, Lotus Sametime

Answer: A

8. Which market trends influence the portal marketplace?

- A. OS/X usage, new web clients like Safari, the success of iTunes, MacBook Pro sales
- B. server consolidation, mergers, offshoring, medical costs
- C. Web 2.0, increased competition, technology convergence, changing customer needs
- D. currency volatility, security concerns, political unrest, aging populations

Answer: C

9. Which customer type is NOT a strong prospect for Business Process Accelerator?

- A. a customer with current processes that are handled manually
- B. a customer that is a Microsoft shop that has elementary eForm requirements and has no IBM software
- C. a customer that uses several paper forms throughout their organization
- D. a customer that needs to digitally sign documents and meet compliance requirements

Answer: B

10. Which WebSphere Portal product is NOT available for you to sell to your customers today?

- A. WebSphere Portal Enable
- B. WebSphere Portal Extend
- C. IBM accelerators for WebSphere Portal
- D. Lotus Portal Express

Answer: D

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