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IBM Decision Optimization Technical Mastery Test v2

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QUESTION 1

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 2

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 3

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 4

A technical seller has been invited to an initial meeting with a client. In advance, the client has provided some details regarding their business problem and pain points, as well as some data showing the opportunity for optimization. The sales team is setting high expectations to make a strong initial impression on this client. Their goal for this meeting is to demonstrate the potential for a high level of return from a Decision Optimization solution. To achieve this goal the technical seller should deliver

- A. Proof of Concept because it uses client data.
- B. Proof of Concept as this is the best way to focus on the client's requirements during the preparation effort.
- C. demo, to provide an initial high-level view of the product, emphasizing key features and prompting useful feedback.
- D. demo, as it requires a minimal investment of effort

Correct Answer: B

QUESTION 5

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

QUESTION 6

A technical seller conducts a discovery workshop with a client. What is important to know when assessing the business use cases of the client?

- A. Compare the current to the desired situation and determine relevant key performance indicators.
- B. Get a deep understanding of the desired situation and the client's total revenue.
- C. Evaluate the complexity of the optimization model and estimate key performance indicators.
- D. Evaluate the complexity of the optimization model and determine the client's total revenue

Correct Answer: A

QUESTION 7

A manufacturing prospect is looking to implement a collaborative production planning system for multiple planners



located in a single geographic location. The prospect prefers an "on-premise" solution. Which set of products would be best to propose?

- A. CPLEX Enterprise Server, DOC Data Server, WAS ND
- B. DOC Planner Edition, CPLEX Engine
- C. DOC Client Edition, DOC CPLEX Server, DOC Data Server, WAS
- D. DOC Reviewer Edition, DOC CPLEX Server, DOC Data Server, WAS ND

Correct Answer: A

QUESTION 8

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

QUESTION 9

A technical seller is conducting an IBM Decision Optimization Discovery Workshop with a client. Which impacts of an optimization system on business processes should be discussed with the client at this time?

- A. An optimization system does not affect existing business processes.
- B. The processes for an optimization system and the existing processes need to be executed in parallel.
- C. An optimization system necessarily introduces new business processes different from the existing processes.
- D. An optimization system can improve automation of the existing processes.

Correct Answer: D

QUESTION 10

A manufacturer wants to implement Sales and Operations Planning and is considering a packaged application from a major database vendor. Which is a sales point for a solution based on IBM Decision Optimization Center (DOC)?

- A. IBM DOC handles end to end transactions processes.
- B. IBM DOC has a packaged application for Sales and Operations Planning



C. IBM DOC solutions are customized to the customer's unique business model.

D. IBM DOC solves linear optimization problems.

Correct Answer: B

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