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Exam : **000-M228**

Title : M228 IBM WebSphere Cast Iron Sales Mastery Test v1

Version : Demo

1.To register an opportunity for Software Value Incentive program, the partner should do what?
A. Call the IBM sales person s/he knows is already in the account beforeanything else.
B. Have your Company's PartnerWorld programadministrator enterstheopportunity into the Global Partner Portal.
C. Contact your Value Add Distributor.
D. All of the above.
Answer: B

2.If you need to demonstrate Cast Iron's capabilities to a prospect, you can _.
A. setup a demo system by purchasing the IBM Value Package which includesthe Hypervisor version of Cast Iron (e.g. virtual appliance)
B. make a request to your local IBM sales rep for WebSphere Cast Ironassistance
C. use IBM's pre-recorded demos on its Website
D. All of the above.
Answer: C

3.The premium SVI incentive fees are paid for Eligible End Users that IBM designates as general business (GB). How can SVI-approved Business Partners find out if an End User is designated as GB?
A. Signing onto the Passport Advantage Online tools and following the onscreen instructions to access the Price Quote Order (PQO) tool.
B. Contact your Value Add Distributor (VAD)
C. Search on IBM.com
D. A & B
Answer: A

4.What must a Business Partner do to be approved and receive a Software Value Plus Identify and/or Sell fee payment?
A. Demonstrate active selling engagement with the customer for the IBMproducts by providing supporting documentation that shows their activitiesthat contributed to thecustomer’sdecision.
B. Indicate when the opportunity is won and provide supporting documentationto show their influence of thecustomer’sbuying decision when they submittheir SVI payment request.
C. No action needed.
D. A & B
Answer: D