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Exam   :   **00M-646**

Title   :   IBM WebSphere Sales
Mastery Test v5

Version   :   Demo

1.Per the Business Process Improvement with BPM Whiteboard discussion, the BPM capabilities include:

A. Automation, monitoring, optimization, governance, and integration.

B. Modeling, integration, optimization, governance, and security.

C. Discovery, automation, monitoring, analysis, and governance.

D. Automation, discovery, optimization, analysis, and governance.

Answer: C

2.The goal of the application life cycle discovery conversation is to:

A. Introduce WebSphere application development products.

B. Debate the real costs of open source middleware.

C. Uncover the challenges of open source adoption.

D. Introduce customer references.

Answer: A

3.Which PartnerWorld resource would you leverage to find out about promotions, programs, and Announcements.?

A. Sales Plays

B. WebSphere Virtual Sales Assistant

C. WebSphere Feature Packs

D. WebSphere Top Gun Offerings

Answer: A

4.Using analytics to determine next steps in process improvement enables:

A. Implementation of new business rules by business analysts.

B. Improved alignment of ROI and process performance.

C. Comparisons of current operational performance with trends, which providesactionableinformation about how to further improve business processes.

D. Faster financial approval of process improvement projects.

Answer: C

5.What WebSphere capability enables consistent application responsiveness during spikes in demand?

A. Mediation services

B. Business transaction integrity

C. Elastic caching

D. Business activity monitoring

Answer: C