



IBM

00M-604

*IBM Government Industry Solutions Sales(R) Mastery
Test v1*

Answer: A

QUESTION: 26

What must governments transform to survive in this "new world"?

- A. How they currently tax business
- B. How they currently apply revenue
- C. How they currently tax individuals
- D. None of the above

Answer: D

QUESTION: 27

What do transportation agencies need to do to better serve their constituents?

- A. Optimize capacity
- B. Reduce expenses
- C. Train more workers
- D. Monitor communications

Answer: C

QUESTION: 28

What gives governments the opportunity to act and think in new ways?

- A. Independently focusing on the economic health and security issues of other countries
- B. Independently focusing on the economic health of banks
- C. Independently focusing on the supply of goods to its citizens
- D. Independently focusing on the economic health, welfare, and security issues of its citizens

Answer: D

QUESTION: 29

What is one of the three major areas that we focus on within the tax and revenue management domain?

- A. Core applications
- B. Fast applications
- C. Small applications
- D. Portable applications

Answer: A

QUESTION: 30

What will lead a customer to a strategic vision in a phased, step-by-step approach?

- A. Identify a number of projects that customers can undertake
- B. Identify three projects that customers can undertake
- C. Identify a single important project that customers can undertake
- D. Identify a number of projects to customers that we can undertake

Answer: D

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