



IBM

00M-638

IBM Lotus Notes & Domino Sales Mastery Test v2

D. 946%

Answer: C

Reference:

[http://webcache.googleusercontent.com/search?q=cache:rdk9xjAm1VAJ:ecs.arrow.com/suppliers/ibm/collaboration/content/Enablement%2520-%2520Messaging%2520and%2520Collaboration%2520-%2520Notes%2520Domino%2520-%2520Economics%2520and%2520TCO.pptx+%&cd=1&hl=en&ct=clnk\(slide 21, search for 147%\)](http://webcache.googleusercontent.com/search?q=cache:rdk9xjAm1VAJ:ecs.arrow.com/suppliers/ibm/collaboration/content/Enablement%2520-%2520Messaging%2520and%2520Collaboration%2520-%2520Notes%2520Domino%2520-%2520Economics%2520and%2520TCO.pptx+%&cd=1&hl=en&ct=clnk(slide%2021,search%20for%20147%))

QUESTION: 43

Pervasive integration of instant messaging and presence in chat has been made available everywhere in the Notes client to allow users to:

- A. Initiate a chat with another user from an email, without leaving the Notes inbox
- B. Get a receipt delivered when a user opens their email
- C. Determine whether a user is using Microsoft Outlook
- D. Color-code email according to the user's Sametime status

Answer: A

QUESTION: 44

What statement best describes Project Vulcan?

- A. The convergence of messaging capabilities into a flexible, comprehensive web-based offering, an Exceptional WebExperience.
- B. The next release of Lotus Notes, the award-winning email and collaboration experience from IBM.
- C. IBM's multi-year strategy to be the standard for customer-facing Web experiences by bringing together social and web technologies.
- D. The aggregation of different types of social information and social status into a single user experience, an Exceptional WorkExperience.

Answer: D

Reference:

[http://www.ibm.com/ru/events/lotusforum2010/prz/p/2_if2010.pdf\(slide 28\)](http://www.ibm.com/ru/events/lotusforum2010/prz/p/2_if2010.pdf(slide%2028))

QUESTION: 45

Which is NOT a recommended technique to deliver an effective sales presentation?

- A. Make it passionate, by being excited about the story you are telling.
- B. Make sure it is deeply and confusingly technical
- C. Personalize it, by putting yourself in the story.
- D. Make it as relevant as you can to the customer's situation.

Answer: B

QUESTION: 46

How much does Notes Traveler cost to a current Notes Domino customer?

- A. Free of charge to customers that are current on Notes and Domino
- B. \$29 per user to customers that are current on Notes and Domino
- C. \$29 per user per year to customers that are current on Notes and Domino
- D. \$79 per user to customers that are current on Notes and Domino

Answer: A

Reference:

http://en.wikipedia.org/wiki/IBM_Lotus_Notes_Traveler(Second paragraph, last sentence)

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