



IBM

M2020-733

IBM SPSS Statistics Sales Mastery Test v1

QUESTION: 37

You are in conversation with a prospect currently using R (open source). IBM SPSS Statistics would be an appropriate alternative. Which statement is NOT correct?

- A. IBM SPSS Statistics has intuitive drop down menus and point and click dialogue boxes as an alternative to writing code.
- B. R users can run any routines, programs or custom procedures already written in R directly through IBM SPSS Statistics.
- C. With IBM SPSS Statistics, R users can distribute R packages to a wide range of users including those who are not familiar with R.
- D. IBM SPSS Statistics develops and deploys even the most complex planning and analysis models using a guided modeling environment.

Answer: D

QUESTION: 38

If a prospect is interested in Monte Carlo simulations, which IBM SPSS Statistics solution should the prospect consider?

- A. Any IBM SPSS Statistics bundle can be considered
- B. IBM SPSS Statistics Standard only
- C. IBM SPSS Statistics Professional only
- D. IBM SPSS Statistics Premium only

Answer: A

Reference:

<http://www-01.ibm.com/software/analytics/spss/products/statistics/features.html>

QUESTION: 39

When working with a prospect new to IBM SPSS Statistics, at which stage is it MOST appropriate to suggest a software trial?

- A. Immediately after the scoping call.
- B. Only after a budget has been established.
- C. After a use case has been established.
- D. It is always appropriate to send a software trial.

Answer: C

QUESTION: 40

A prospect you have been actively engaged with is considering whether to add additional tools to their suite of analytic tools or to continue using spreadsheets. Which is a positive indication the prospect will purchase IBM SPSS Statistics?

- A. The IT department will make the final decision and prefers software that is data agnostic and open source.
- B. The team of analysts are data scientists that prefer to code their statistical algorithms.
- C. The IT department is in favor of moving all its software applications to the cloud.
- D. The COO has a strategic priority of pushing analytics to individuals in multiple divisions throughout the enterprise.

Answer: D

Reference:

<http://www-01.ibm.com/software/analytics/spss/products/statistics/features.html>

QUESTION: 41

Which statement is true about IBM SPSS Statistics?

- A. Addresses data collection, data management and reporting.
- B. Addresses data management, analysis and reporting.
- C. Addresses data collection, data mining and data management.
- D. Addresses data modeling, text mining and reporting.

Answer: B

Reference:

<https://www.ibm.com/developerworks/community/files/form/anonymous/api/library/b5bb8a42-04d2-4503-93bb-dc45d7a145c2/document/0f1a7b3b-31eb-4b62-9c62-1daa4d163a13/media/WhitePaper-UsingRandStatisticsTogether.pdf>(page 3, first para)

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