



IBM

M2040-671

IBM Notes and Domino Sales Mastery Test v3

Answer: D

QUESTION: 47

Which of the following statements is NOT true about the Notes Browser Plug-in?

- A. Easily extends Notes applications out to web browser users?
- B. Allows applications to run in a browser with no modification
- C. Lightweight install, similar to other plug-ins
- D. Requires no Client Access License, no matter what kind of licensing model the customer has

Answer: D

Reference:

<http://www-01.ibm.com/support/docview.wss?uid=swg27038015&aid=1>(slide 11)

QUESTION: 48

Which mobile platforms do IBM Collaboration Solutions work on?

- A. iOS
- B. Android
- C. Blackberry
- D. All of the above platforms

Answer: D

Reference:

<http://www-01.ibm.com/software/lotus/category/mobile-wireless/>

QUESTION: 49

Which best represents the recommended approach to use during a first meeting with a customer?

- A. Bring in your entire development team to show how deep your coding skills are
- B. Ask questions, not to just get an answer, but to get them talking about themselves and their business pains. Find the pain first, then apply the solution.
- C. Immediately ask them how much they are willing to spend with you today

D. Start by showing a slide deck that covers every product you are selling

Answer: B

QUESTION: 50

What is the best description of how IBM Notes and Domino 9.0 Social Edition assists users to get through the vast amount of email received everyday?

- A. By providing a clean, easy to use experience like Group By Date that allows users an easy way to categorize what they've received that day
- B. Sending any email over 1k to the Trash folder
- C. Providing users with complex interface decisions to get their work done
- D. Forcing users to open up multiple programs just to read an attachment

Answer: A

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