



IBM

M2065-647

*IBM Intelligent Operations Center-Water & Transportation
Sales Mastery Test*

QUESTION: 36

Which of these statements is the most damaging to make to customers about the IBM Intelligent Transportation product?

- A. The IBM Intelligent Transportation product is a new approach to IBM middleware
- B. Here is a list of all the middleware components in the product and here is how they have been integrated
- C. We will be willing to demonstrate to you the capabilities of the middleware components which have gone into this product
- D. All of the above

Answer: B

QUESTION: 37

Which set of IBM Intelligent Transportation solutions are critical to a scenario where a 3rd party application will be used to deliver travel advice to drivers and public transit users?

- A. Feeding Transportation Data to External Applications
- B. Traffic Awareness and Traffic Prediction
- C. Vehicle Awareness and Vehicle Arrival Prediction
- D. All of the above

Answer: A

QUESTION: 38

Which of the following are IBM's competitive differentiators for Intelligent Water?

- A. The scale and powerful capabilities of the IOC platform
- B. IBM's partnership ecosystem and ability to provide an end to end solution
- C. IBM's Asset Library portfolio of offerings
- D. All of the above

Answer: B

QUESTION: 39

What is the pricing metric for Intelligent Water 1.0 Product?

- A. Monthly Order Request
- B. Number of pipes in the network
- C. Number of crews in the field
- D. Number of devices

Answer: A

Reference:

[http://www-01.ibm.com/common/ssi/cgi-](http://www-01.ibm.com/common/ssi/cgi-bin/ssialias?subtype=ca&infotype=an&appname=iSource&supplier=897&letternum=ENUS 211-403)

[bin/ssialias?subtype=ca&infotype=an&appname=iSource&supplier=897&letternum=ENUS 211-403](http://www-01.ibm.com/common/ssi/cgi-bin/ssialias?subtype=ca&infotype=an&appname=iSource&supplier=897&letternum=ENUS 211-403) (ordering information, see part name and charge metric)

QUESTION: 40

What are the 5Cs we have referenced in the sales enablement deck to help you propose a solution to the customer?

- A. Customer potential, customer transaction capture, customer fulfillment
- B. Calm, cool, collected, cavalier, clean
- C. Cost, control, can't do, can't manage, can't understand
- D. Customer, cost, control, contacts, connections

Answer: D

QUESTION: 41

What are the 5 lifecycle/ Operational segment for Water?

- A. Source, Treat, Store & Distribute, Waste Collect/Discharge, Treated water Reuse
- B. Build, Store, Distribute, Treated Water Reuse, Discharge
- C. Partner, Store, Distribute, Treated Water Reuse, Source
- D. Buy, Build, Store, Distribute, Discharge

Answer: A

Reference:

[http://www-](http://www-05.ibm.com/uk/innovation_in_water/IBM_Intelligent_Operations_for_Water.pdf)

[05.ibm.com/uk/innovation_in_water/IBM_Intelligent_Operations_for_Water.pdf](http://www-05.ibm.com/uk/innovation_in_water/IBM_Intelligent_Operations_for_Water.pdf) (4th slide)

QUESTION: 42

The take home slide focuses on how many Key Points?

- A. 1
- B. 2
- C. 3
- D. 4

Answer: C

QUESTION: 43

Which of the following are the 3-types of customers to target?

- A. Water Innovators, Early Adopters and Early Majority
- B. Water Innovators, Late Majority, Traditionalists
- C. Early Majority, Late Majority, Traditionalists
- D. Water Innovators, Early Adopters, Traditionalists

Answer: A

QUESTION: 44

A good example of a reference use case for the IOC is?

- A. Operations for a complex Facility, Sport Stadium, Dolphins Sun Life Stadium
- B. The Real Time Crime Prevention center in New York City
- C. The City of the Future, Masdar Smarter City
- D. The crowd management in the Dublin underground rail system

Answer: A

Reference:

<http://www-142.ibm.com/software/products/us/en/intelligent-operations-center/>
(see resources and download and watch the video of Miami dolphins)

Download Full Version From <https://www.certkillers.net>



DON'T KNOW
OR NO PREFERENCE

Pass your exam at First Attempt....Guaranteed!