IBM

M2065-659 Exam

IBM Smarter Cities Sales Mastery Test v1

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Version: 8.0

Question: 1

When pricing an Intelligent Water solution, what needs to be considered for accurate pricing?

A. Whether the client is responsible for public or private water management
B. The estimate on customization and integration work
C. If the solution will be used to manage waste or fresh water
D. Try to reduce the overall price by leveraging any and all applicable SWG assets for free

Answer: B

Explanation:
Intelligent Water can help provide input on rate pricing for each user segment based on consumption history, water demand and supply constraints.

Question: 2

What do the Smart Metering Analytics, Water Conservation Portal, Water Information Hub (WIH) and Non Revenue Water (NRW) all have in common?

A. They are special promotions being extended by water management companies to help monitor water usage
B. They are titles of books documenting Intelligent Water usage to drive awareness and encourage adoption
C. They are information on premise solutions for Intelligent Water
D. They are Intelligent Water reusable assets available through the Industry Solutions Asset Library

Answer: D

Explanation:
* WIH
The WIH provides us with two main technological capabilities. The first is the ability to bring together water related data from many different sources and present a single view of the water network. The second is a more advanced concept that allows us to add advance analytics, such as leak detection to this view and enhances our overall understanding of the water network.

Question: 3

How has the acquisition of i2 extended IBM's leadership in Smarter Law Enforcement and Public Safety?

A. By making available Public Safety offerings in the cloud

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B. By promoting IBM in the Law Enforcement and Public Safety conferences
C. By adding industry leading intelligence analysis and investigation capabilities that enable government agencies, defense and enterprises to reduce crime, fraud, and security threats
D. By delivering on the promise of public safety for the world

Answer: C

Explanation:
IBM i2solutions help law enforcement, national security, defense and commercial organizations detect, investigate and combat criminal and terrorist activity. Whether investigating criminal or terrorist networks, monitoring activity across national borders, strengthening cyber security measures, or protecting your customers and constituents from criminal threats, the flexible design of IBM i2 solutions will help you turn large amounts of disparate data into actionable intelligence.

Question: 4

Which of the following is a major challenge for Outcome Management?

A. Lack of coordination - creating an inconvenience to clients, economic waste for the community, ineffectual use of already available resources
B. Supporting Rural Areas - 80% of families commonly account for 20% of social program spending
C. None of the above
D. A and B

Answer: A

Explanation:
Outcome management is a client-centric approach to service delivery which focuses on the results a client is trying to achieve rather than focusing only on the services available. A collaborative approach is encouraged which allows agencies to utilize the expertise of individuals within the agency and outside of it. Traditional approaches have meant that clients have not received the right help at the right time and therefore they remain dependent on the agency for a longer time. Additionally, agencies work in silos and may not always have the necessary expertise to accurately identify clients needs.

Question: 5

Outcome management is:

A. An approach to use rules to pre-set outcomes
B. An approach to service delivery which focuses on the outcomes of the citizens
C. An approach that focuses on the actual program
D. An approach to estimating the impact of a social program

Answer: B

Explanation:

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Outcome management is a client-centric approach to service delivery which focuses on the results a client is trying to achieve rather than focusing only on the services available.

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