

IBM 000-S32

IBM System Storage Sales Mastery Test V2

Version: 4.0

QUESTION NO: 1

What are two appropriate tactics when selling IBM N series products? (Choose two.)

- A. use the NetApp registration process for opportunities
- B. expect that NetApp can outbid N series pricing
- C. once in the door, swap N series for a different IBM product
- D. try to convert NetApp accounts to N series

Answer: A,B

Explanation:

QUESTION NO: 2

Which IBM TS3500 feature eliminates the need for a separate server running library sharing software?

- A. virtual drive mapping
- B. Advanced Library Management System (ALMS)
- C. integrated multi-path architecture
- D. high density frames

Answer: C

Explanation:

QUESTION NO: 3

Which two capabilities of IBM System Storage can most help a customer improve the efficiency of their storage? (Choose two.)

- A. storage tiers
- B. virtualization
- C. backup and recovery
- D. cloud delivery

Answer: A,B

Explanation:

QUESTION NO: 4

A customer is looking for the most cost-effective disk solution for an environment requiring mainly high-throughput, sequential loads. Which type of drives should the sales specialist recommend?

- A. SATA
- B. SAS
- C. Fibre Channel
- D. SSD

Answer: A

Explanation:

QUESTION NO: 5

What is the number one force driving tape storage sales?

- A. business continuity
- B. data archiving
- C. regulatory compliance
- D. data security

Answer: A

Explanation:

QUESTION NO: 6

Which IBM N series feature saves up to 33% storage utilization by giving the appearance that more physical storage space is being allocated to an application than actually is?

- A. FlexVol
- B. FlexShare
- C. Snapshot
- D. SyncMirror

Answer: A

Explanation: