

**IBM 00M-244**

**IBM Optimization Sales Mastery Test v1**

Version: 4.1

**QUESTION NO: 1**

Which of the following features are NOT provided by ODME?

- A. Data Visualization and editing.
- B. Scenario Management and Collaborative planning.
- C. Out of the box Client/Server Architecture.
- D. Web-enabled client/Thin Client.

**Answer: D**

**Explanation:**

**QUESTION NO: 2**

Which of the following applications do NOT benefit from Optimization?

- A. Portfolio management
- B. Scheduling advertisements on TV channels
- C. Credit Application processing
- D. Employee management

**Answer: D**

**Explanation:**

**QUESTION NO: 3**

Which statement does NOT apply to Optimization?

- A. It is the same as business simulation.
- B. It helps companies make choices to reach a target while observing limits and data.
- C. It improves resource utilization (e.g., Capital, equipments, facilities).
- D. It helps companies provide better customer service.

**Answer: A**

Reference: [http://www.energycentral.com/marketing/pdf/9.14.10\\_IBM\\_WC.pdf](http://www.energycentral.com/marketing/pdf/9.14.10_IBM_WC.pdf) (slide 24)

**QUESTION NO: 4**

Which of the following is NOT a key element in qualifying an IBM ILOG Optimization sales opportunity?

- A. Can the System be Optimized?
- B. Problem can be formulated in nested 'if', 'then', 'else' statements.
- C. Can you understand the relationships between choices and outcomes?
- D. Is data readily available?

**Answer: A**

**Explanation:**

#### QUESTION NO: 5

Which type of problem is CPLEX NOT well equipped to solve?

- A. Nonlinear Program
- B. Linear Program
- C. Quadratic Program
- D. Integer Program

**Answer: C**

Reference: <http://homepages.rpi.edu/~mitchj/ampldetails.html> (first sentence)

#### QUESTION NO: 6

Which of the following licensing metrics for IBM ILOG CPLEX Deployment Edition is valid?

- A. Simultaneous Use
- B. PVU (Processor Value Unit)
- C. Authorized User
- D. CPU Cycles

**Answer: B**

Reference:

[http://pic.dhe.ibm.com/infocenter/cosinfoc/v12r4/index.jsp?topic=%2Filog.odms.studio.help%2FOptimization\\_Studio%2Ftopics%2FCOS\\_license\\_metrics.html](http://pic.dhe.ibm.com/infocenter/cosinfoc/v12r4/index.jsp?topic=%2Filog.odms.studio.help%2FOptimization_Studio%2Ftopics%2FCOS_license_metrics.html) (see table 1, second row)