

IBM 00M-609

IBM Insurance Industry Solutions Sales Mastery Test

v1

Version: 4.0

QUESTION NO: 1

What do insurers need to have in place for processes and systems to really become a partner in risk management?

- A. A need to take on risk at an enterprise and an individual level
- B. An understanding of risk at an enterprise and an individual level
- C. A business case for reducing risk
- D. More documentation

Answer: A

Explanation:

QUESTION NO: 2

What is growing exponentially and has implications for the insurance industry?

- A. Mobile data processing
- B. Digital communications
- C. Digital data processing
- D. Digital data storage

Answer: D

Explanation:

QUESTION NO: 3

What is one of three items that top performers in the insurance industry are focused on?

- A. Their needs
- B. The customer
- C. The trends for database technology
- D. IBM standards

Answer: B

Explanation:

QUESTION NO: 4