

IBM 00M-638

IBM Lotus Notes & Domino Sales Mastery Test v2
Version: 5.2

QUESTION NO: 1

How many Notes and Notes and Domino applications are estimated to be in active use today?

- A. over 10 million
- B. over 1 million
- C. fewer than 100,000
- D. over 700 million

Answer: A

Reference:http://en.wikipedia.org/wiki/IBM_Lotus_Notes(future, first paragraph)

QUESTION NO: 2

When speaking with a customer who is still on older versions of Notes and Domino, what is the best reason for upgrading to Notes and Domino 8.5?

- A. Replication allows for advanced offline capabilities.
- B. The Notes user interface still looks much like Notes Version 5, which appeals to older workers.
- C. Organizations can significantly reduce IT costs by upgrading to Domino 8.5.
- D. The mail router has been re-engineered with much better performance.

Answer: C

Reference:[http://www.simplified-tech.com/website/webapp.nsf/1b49cba002025d52c12569a30073b6bb/1cc1904c80e42ae9852577860035ee84/\\$FILE/ND852STS_2010%20-%20Public.pdf](http://www.simplified-tech.com/website/webapp.nsf/1b49cba002025d52c12569a30073b6bb/1cc1904c80e42ae9852577860035ee84/$FILE/ND852STS_2010%20-%20Public.pdf)(third last slide, first bulleted point)

QUESTION NO: 3

Recipient indicators in Notes mail enhances productivity by providing users with what information?

- A. The indicate how many people have received an email.
- B. The indicate whether the user is a direct recipient of email or just copied.
- C. The indicate whether an email contains an attachment.
- D. They indicate whether a recipient has received an email.

Answer: A

Reference:http://mail.yisd.net/iNotes/help80_iwa_en.nsf/H_MARK_MAIL_MESSAGES_WITH_TO_OR_CC_ICONS_STEPS.html?OpenFileResource

QUESTION NO: 4

Which of the following statements about the price of Lotus Symphony productivity suite is true?

- A. Users pay an entitlement fee of \$300 to trade-in Microsoft Office for Lotus Symphony
- B. Lotus Symphony is a free download for anyone to use
- C. Only users of Notes 8.5 can use Lotus Symphony
- D. Only users of Microsoft Office are allowed to replace Office with Lotus Symphony

Answer: B

Reference:http://www.pcworld.com/article/157781/ibm_lotus_symphony_an_excellent_free_office_suite.html

QUESTION NO: 5

Briefly, what is IBM Social Business strategy?

- A. Moving all corporate data to the cloud
- B. Leveraging social capabilities in context to enable better business results
- C. Discouraging employees from using Facebook and Twitter during work
- D. Using IBM Watson technology to improve search algorithms

Answer: B

Reference:<http://www.ibm.com/smarterplanet/us/en/socialbusiness/overview/index.html>

QUESTION NO: 6

What is IBM Project Vulcan?

- A. A solution intended to help customers refresh their intranet with market-leading web experience capabilities.
- B. A rebranding of IBM Workplace.
- C. The code name for the set of integrated real-time communications services that will be available as an IBM offering in 2012.
- D. A multi-year vision for bringing the Lotus collaboration portfolio together into a compelling, unified experience with flexible delivery options.