

IBM

Exam 00M-667

IBM Mobile Foundation Enterprise Sales Mastery test v1

Version: 6.1

[Total Questions: 43]

Question No : 1

Which of the following is the primary differentiator between the Worklight Mobile Platform and Kony's Mobile Platform?

- A. The ability to build adaptors that connect to a wide variety of back-end applications.
- B. The ability to build Hybrid applications using HTML5, JavaScript and CSS that interact directly with the device.
- C. The ability to support both B2C and B2E applications from a single solution.
- D. The ability to gather analytics on application usage and transactions that can then be formatted and uploaded to any of the industry leading web analytics platforms.

Answer: B

Question No : 2

Which actions are part of WebSphere Cast Iron's integration approach?

- A. Configure through Studio & TIP Repository
- B. Run through WebSphere Cast Iron Platform
- C. Manage through Web Management Console
- D. All of the above

Answer: C

Question No : 3

An ideal prospect/customer for Mobile Devices has the following profile?

- A. Customer looking to lockdown smart phones and tablets
- B. Customers looking to have single view of all devices on their network.
- C. Customer looking for a product with specialty features.
- D. All of the above

Answer: C

Question No : 4

What are the benefits of an integrated security approach that can be achieved with IEM for Mobile Devices?

- A. Compliance ready configuration.
- B. Corporate data protection and personal data separation
- C. Secure and authenticated connections
- D. All of the above

Answer: C

Question No : 5

How is endpoint manager able to provide continuous visibility, control and automation?

- A. Automated scanning capability
- B. Agent continuously running on most endpoints
- C. Customizable web reports
- D. All of the above

Answer: B

Reference:[http://www-](http://www-304.ibm.com/industries/publicsector/fileserv?contentid=215800)

304.ibm.com/industries/publicsector/fileserv?contentid=215800(page 1, see highlights, second bullet)

Question No : 6

Which of the following competitive scenarios are you most likely to encounter in a sales cycle?

- A. Kony will come in at the lowest price point.
- B. Pyxis (Verivo Software) will offer services and consulting to support the project.
- C. PhoneGap will offer to develop the back-end connectivity portion themselves for free.
- D. The chief architect will decide that building the entire thing alone using open source solutions is the best way to go.

Answer: B