IBM

Exam M8010-238

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

Version: 6.3

[Total Questions: 38]

Question No : 1

In order to price a deal using the IBM Sterling quoting capability, what deal knowledge is required by selling partners?

A. The number of selling partners who will use Field Sales.
B. PVUs required in order to run IBM Sterling Quotes.
C. The number of internal sales people who will use Field Sales.
D. Millions of quote lines per year created by selling partners.

Answer: B

Question No : 2

IBM Sterling Order Management enables commerce across a _____.

A. Dynamic Business Network
B. Wide Area Network
C. Storage Area Network
D. EDI Network

Answer: A
Reference: http://www-142.ibm.com/software/products/us/en/category/SWH00 (topic: order management)

Question No : 3

The ability to have multiple quotes assigned to a single opportunity enables sales people to _____.

A. find the optimal price point of a quote
B. handle approvals of quotes
C. make quote negotiations more effective since alternative quotes can be presented to a prospect
D. Both A and B.

Answer: D

Question No : 4

Why do prospects need enterprise strength CPQ solution?

A. Sales reps are too aggressive in their discounting.
B. Sales reps do not know the products well and require help in recommending the best product that fit their prospects needs.
C. Homegrown tools are expensive to maintain and spreadsheet solutions are always out of date.
D. All of the above.

Answer: A

Question No : 5

What are manual pricing rules?

A. Pricing rules that are automatically applied to a quote by the system.
B. Pricing rules that are suggested by the system for a sales rep to use in a quote.
C. Pricing rules that always require approval by a sales manager if applied.
D. Pricing rules that allow discounting of shipping costs.

Answer: B
erence:
http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.gettin
gstarted.doc%2Fgettingstarted.html

Question No : 6

WebSphere Commerce helps businesses to deliver and manage brand experience across which of the following channels and touchpoints?

A. Any B2C touchpoint, excluding B2B.
B. Web only.