

IBM

Exam M9560-727

**Cloud and Smarter Infrastructure Cloud & Service Management
Sales Mastery v1**

Version: 6.0

[Total Questions: 53]

Question No : 1

How does IBM APM extend monitoring to cloud and mobile based applications?

- A. IBM APM does not manage cloud or mobile applications
- B. IBM APM leverages the same agent-based technology that we use for systems of record
- C. IBM APM added new languages like Ruby. Python and Mong DB to support these new workloads

Answer: C

Question No : 2

What are the most common challenges that organizations are facing when it comes to mobile management?

- A. Increased severity and frequency of security attacks.
- B. Increasing infrastructure complexity and unique mobile requirements are time consuming and costly.
- C. Poor BYOD strategies and incentives are having a greater impact on productivity and can result in losing potential talent and new recruits.
- D. All of the Above
- E. B & C only.

Answer: B

Question No : 3

What are three key benefits of Log Analysis?

- A. Gain operational insights, simplify IT administration, and machine learning algorithms
- B. Improve user satisfaction, built-in expertise and machine learning algorithms
- C. Simplified behavioral learning, heterogeneous environment support and distributed and mainframe support
- D. Breadth of searchable data, built-in expertise, and System z support

Answer: D

Reference: <http://www->

01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/3/897/ENUS214-033/index.html&request_locale=en

Question No : 4

IBM APM supports both agent-based and agent-less transactions. When a transaction spans domains, for example from MG to CICS, what do operators need to do to stitch the transaction together to see end-to-end?

- A. Similar to our competition, the customer must look at the transaction in each domain and map fields from one domain to another manually
- B. Nothing, IBM APM will automatically interrogate and stitch transactions that span domains, this is a competitive advantage
- C. Nothing. IBM and our competitors all automatically stitch transactions together for the user

Answer: C

Question No : 5

IBM has identified a market shift in buyers from traditional IT toward what role?

- A. Marketing
- B. Operations
- C. Line of business

Answer: A

Question No : 6

What percentages of IT leaders are approaching cloud more strategically?

- A. 82
- B. 31
- C. 25

D. 70

Answer: B

Question No : 7

Why IBM's SCI Analytics portfolio?

- A. Three key capability areas, predict, search, and optimize.
- B. Built on IBM's Big Data platform
- C. It is extensible through Insight packs
- D. All with a common interface with a cohesive set of capabilities
- E. All of the above

Answer: E

Question No : 8

In virtualized x86 environments, costs have shifted from server acquisition to:

- A. Enhanced visibility, control and automation from operational big data with cloud-optimized analytics
- B. Optimized services and controlled risk in cloud environments with dynamic management, storage and security
- C. Hybrid workloads with flexible, open orchestration across resources, workloads and services
- D. VM software, service management and administration

Answer: B

Question No : 9

Which is the best and most successful model to employ when selling Endpoint and Mobility Management?

- A. The "find and fix" model.
- B. The "land and expand" model.