

IBM

Exam P2020-795

IBM Decision Optimization Technical Mastery Test v2

Version: 7.0

[Total Questions: 44]

Question No : 1

A technical seller conducts an IBM Decision Optimization Discovery Workshop with the client. What are desired outcomes of this session?

- A. Obtain financial information in order to estimate Time to Payback and understand the desired situation and the targeted revenue/cost/risk improvements.
- B. Obtain financial information in order to estimate Time to Payback and find out the available budget
- C. Understand compliance regulations of the client and find out the available budget.
- D. Understand compliance regulations of the client and understand the targeted revenue/cost/risk improvements.

Answer: D

Question No : 2

A technical seller conducts the business section of an IBM Decision Optimization Discovery Workshop with the client. It is important that the technical seller:

- A. Understand the financial, managerial and time constraints that exists as well as give a solution overview.
- B. Illustrate IBM's capabilities with success stories as well as give a solution overview.
- C. Understand the financial, managerial and time constraints that exist as well as make sure that the business problem is clearly expressed
- D. Discuss the IT architecture as well as make sure the business problem is clearly expressed.

Answer: C

Question No : 3

A customer wants a platform that can be leveraged by their analytics team to quickly develop and deploy proof of concept optimization-based applications for business users. Which IBM offering would the technical seller propose to the customer?

- A. CPLEX Optimization Studio
- B. Decision Optimization Center
- C. DOcloud

D. Uncertainty Toolkit**Answer: A****Question No : 4**

A manufacturing prospect is looking to implement a collaborative production planning system for multiple planners located in a single geographic location. The prospect prefers an "on-premise" solution. Which set of products would be best to propose?

- A. CPLEX Enterprise Server, DOC Data Server, WAS ND
- B. DOC Planner Edition, CPLEX Engine
- C. DOC Client Edition, DOC CPLEX Server, DOC Data Server, WAS
- D. DOC Reviewer Edition, DOC CPLEX Server, DOC Data Server, WAS ND

Answer: A**Question No : 5**

A large logistics company asked IBM for help with a vehicle routing solution to improve their operational efficiency. Which metric could an IBM Decision Optimization based solution directly help improve and, as a result, generate the most cost savings for the client?

- A. maintenance frequency
- B. placement of truck sensors
- C. driver retention rate
- D. total miles driven

Answer: C**Question No : 6**

A manufacturing client has asked for a Proof of Concept on production scheduling. What is the first thing the technical seller will need to work on?

- A. Find out when all required data will be available.