

QUESTIONS & ANSWERS

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IBM

M2090-618

*IBM Business Analytics Midmarket Foundational Sales
Mastery Test v2*



DEMO

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QUESTION: 38

Identify the deployment option that is NOT available to buyers in the IBM Midmarket portfolio.

- A. On-premises
- B. Cloud
- C. Mobile
- D. Appliance

Answer: C

Reference:

http://books.google.com.pk/books?id=3wsWAgAAQBAJ&pg=PA58&lpg=PA58&dq=IBM+midmarket+on+premise&source=bl&ots=jHYrzlFpSL&sig=AT9U2SEsQQ7kKCR0odcyRoLG8TU&hl=en&sa=X&ei=wItXVPTQHMLisASUgoHYBw&redir_esc=y#v=onepage&q=IBM%20midmarket%20on%20premise&f=false

QUESTION: 39

Identify the capability area that is NOT directly contained within IBM's Midmarket portfolio

- A. Financial Performance Management
- B. Smarter Commerce
- C. Predictive Analytics
- D. Business Intelligence

Answer: A

QUESTION: 40

What are the top 2 (two) functional objectives identified by organizations with active big data pilots or implementations?

- A. Customer Centric Outcomes and Operational Optimization
- B. Operational Outcomes and Risk/Financial Management
- C. Employee Collaboration and Customer Centric Outcomes
- D. Risk/Financial Management and New Business Model

Answer: A

Reference:

<https://www.stevens.edu/howe/sites/default/files/Stevens%20Big%20Data.pdf> (slide 7, see the image)

QUESTION: 41

What are the 4 (four) trends shaping the way we live, work and interact?

- A. Cloud. Mobile, Security, Data
- B. Social, Mobile, Data, Cloud
- C. Mobile, Social. Data. Storage
- D. Data. Security. Cloud. Social

Answer: B

Reference:

<http://www-03.ibm.com/press/us/en/pressrelease/40927.wss>

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