

IBM 000-M239

**WebSphere Sales Mastery Test for the Sales
Professional v4
Version: 5.0**

QUESTION NO: 1

What is an ideal next step after the Business Process Management (BPM) whiteboarding exercise?

- A. Provide the client with Industry Use Cases.
- B. Ask the client for the order of the products you discussed during whiteboarding exercise.
- C. Gain agreement to move forward with a Business Value Assessment (BVA) Workshop.
- D. Schedule a second whiteboarding session with the IT staff.

Answer: C

Explanation:

After some discussion and quick whiteboarding, the processes are redesigned on paper and the major improvements are kept in pipeline. So the ideal next step is to gain agreement to move forward with a Business Value Assessment (BVA) Workshop and think of process changes that could lead to business AND customer benefits.

<http://www.bpm.com/is-the-business-really-interested-in-business-architecture.html>

QUESTION NO: 2

How does JBoss define a "socket"?

- A. a CPU
- B. the number of processor cores
- C. Intel only chips
- D. none of the above

Answer: A

Explanation: JBoss, an open source project is sponsored by Red Hat to build Java-based middleware application server. It defines socket to refer to places that you plug things into your mother board i.e.; CPU, memory, add on cards etc.

http://wiki.answers.com/Q/How_does_JBoss_define_a_socket&src=ansTT

QUESTION NO: 3

Customer Opportunity Workshops should

- A. be used to salvage a sale that is collapsing
- B. be used late in the sales cycle
- C. be considered and included in every Win Plan
- D. not require customer participation

Answer: C

Explanation:

Customer Opportunity Workshops should be considered and included in every Win Plan. It is a Quick-Results Method for Improving Day-to-Day Service by building teamwork, to engaging the customers and updating plans to create a positively memorable service experience.

<http://www.customerfocusconsult.com/customer-service-seminars.htm>

QUESTION NO: 4

WebSphere Enterprise Service Bus (WESB) is central to the SOA evolution. Which of the following statements describe value delivered by WESB?

- A. Integrates seamlessly with the WebSphere platform
- B. Delivers business-critical qualities of service.
- C. Is an integrated solution for service mediation and hosting
- D. All of the above

Answer: A

Explanation:

WESB is a flexible connectivity infrastructure for integrating applications and services. It is built on WebSphere Application Server for an integrated SOA platform. It integrates seamlessly with the WebSphere platform, delivers business-critical qualities of service, and is an integrated solution for service mediation and hosting.

http://docs.google.com/viewer?a=v&q=cache:CCe7vlufH_cJ:www-05.ibm.com/si/dw_soa/presentations/reilly_esb.pdf+WebSphere+Enterprise+Service+Bus+Is+an+integrated+solution+for+service+mediation+and+hosting&hl=en&gl=in&pid=bl&srcid=ADGEESibITdfFwSjPhTrs_4aXac9-6YQK-fovp_O4YNF3YPkm1emSY18gosQW1HS6rTXhuAce3-SW_WYXE5TSqHaGRqBX08oJORg9Eozhmkbcc7ByklWVNHQnMO06GQ509D3KcwHPQe4&sig=AHIEtbTELkTbta9Pftp0xpxit4Q4dc2-7A

QUESTION NO: 5

Which of the items below is NOT an attribute of a Use Case?

- A. repeatable
- B. solutions oriented
- C. complex
- D. industry focused

Answer: B

Explanation:

http://books.google.co.in/books?id=IYdJocLVa8wC&pg=PA174&lpg=PA174&dq=attributes+of+a+Use+Case+repeatable&source=bl&ots=zWd5ej1n8o&sig=tc91U2iNy4tk8OgcFzkpmEilhdY&hl=en&ei=T_UrTYLCEYnrxQfNjbmECg&sa=X&oi=book_result&ct=result&resnum=4&ved=0CCgQ6AEwAw#v=onepage&q=use%20case&f=false

QUESTION NO: 6

What value is provided by WebSphere service visibility and governance capabilities?

- A. Ensures services can be found and right services are accessed.
- B. Reduces costs and duplication by leveraging existing assets.
- C. Meets audit requirements by tracking services and transactions.
- D. All of the above.

Answer: D

Explanation: http://docs.google.com/viewer?a=v&q=cache:akC-WW5qygYJ:https://www-950.ibm.com/events/www/grp/grp004.nsf/vLookupPDFs/Base%2520Connectivity%2520%26%2520Integration%2520Hursley%2520Comes%2520to%2520NA%25202Q/%24file/Base%2520Connectivity%2520%26%2520Integration%2520Hursley%2520Comes%2520to%2520NA%25202Q.pdf+WebSphere+service+visibility+and+governance+Meets+audit+requirements&hl=en&gl=in&pid=bl&srcid=ADGEESgljZmBeB9P-IXrZXfd8ltKkungH-w-P8D-MUzzOT6r27x2oKoO8IDslROD4efQbUsUDrezqdyUyEHlgM07DA5rwjEOOIwE-1rBJYmBJcGbxVct1dVcpjSyyCZe9Bjy_nwgRFXp&sig=AHIEtbQfzX3VFLDS8DU_hR54QXyeISai