IBM 00M-244

IBM Optimization Sales Mastery Test v1
Version: 4.1

QUESTION NO: 1

Which of the following features are NOT provided by ODME?

A. Data Visualization and editing.
B. Scenario Management and Collaborative planning.
C. Out of the box Client/Server Architecture.
D. Web-enabled client/Thin Client.

Answer: D
Explanation:

QUESTION NO: 2

Which of the following applications do NOT benefit from Optimization?

A. Portfolio management
B. Scheduling advertisements on TV channels
C. Credit Application processing
D. Employee management

Answer: D
Explanation:

QUESTION NO: 3

Which statement does NOT apply to Optimization?

A. It is the same as business simulation.
B. It helps companies make choices to reach a target while observing limits and data.
C. It improves resource utilization (e.g., Capital, equipments, facilities).
D. It helps companies provide better customer service.

Answer: A
Reference: http://www.energycentral.com/marketing/pdf/9.14.10_IBM_WC.pdf (slide 24)

QUESTION NO: 4

Which of the following is NOT a key element in qualifying an IBM ILOG Optimization sales opportunity?

A. Can the System be Optimized?
B. Problem can be formulated in nested 'if', 'then', 'else' statements.
C. Can you understand the relationships between choices and outcomes?
D. Is data readily available?

Answer: A
Explanation:

QUESTION NO: 5

Which type of problem is CPLEX NOT well equipped to solve?

A. Nonlinear Program
B. Linear Program
C. Quadratic Program
D. Integer Program

Answer: C
Reference: http://homepages.rpi.edu/~mitchj/ampldetails.html (first sentence)

QUESTION NO: 6

Which of the following licensing metrics for IBM ILOG CPLEX Deployment Edition is valid?

A. Simultaneous Use
B. PVU (Processor Value Unit)
C. Authorized User
D. CPU Cycles

Answer: B
Reference:
http://pic.dhe.ibm.com/infocenter/cosinfoc/v12r4/index.jsp?topic=%2Filog.odms.studio.help%2FOptimization_Studio%2Ftopics%2FCOS_license_metrics.html (see table 1, second row)