IBM

Exam 00M-667

IBM Mobile Foundation Enterprise Sales Mastery test v1

Version: 6.1

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Question No : 1

Which of the following is the primary differentiator between the Worklight Mobile Platform and Kony's Mobile Platform?

A. The ability to build adaptors that connect to a wide variety of back-end applications.
B. The ability to build Hybrid applications using HTML5, JavaScript and CSS that interact directly with the device.
C. The ability to support both B2C and B2E applications from a single solution.
D. The ability to gather analytics on application usage and transactions that can then be formatted and uploaded to any of the industry leading web analytics platforms.

Answer: B

Question No : 2

Which actions are part of WebSphere Cast Iron's integration approach?

A. Configure through Studio & TIP Repository
B. Run through WebSphere Cast Iron Platform
C. Manage through Web Management Console
D. All of the above

Answer: C

Question No : 3

An ideal prospect/customer for Mobile Devices has the following profile?

A. Customer looking to lockdown smart phones and tablets
B. Customers looking to have single view of all devices on their network.
C. Customer looking for a product with specialty features.
D. All of the above

Answer: C

Question No : 4

What are the benefits of an integrated security approach that can be achieved with IEM for Mobile Devices?

A. Compliance ready configuration.
B. Corporate data protection and personal data separation
C. Secure and authenticated connections
D. All of the above

Answer: C

Question No : 5

How is endpoint manager able to provide continuous visibility, control and automation?

A. Automated scanning capability
B. Agent continuously running on most endpoints
C. Customizable web reports
D. All of the above

Answer: B
Reference:http://www-304.ibm.com/industries/publicsector/fileserve?contentid=215800(page 1, see highlights, second bullet)

Question No : 6

Which of the following competitive scenarios are you most likely to encounter in a sales cycle?

A. Kony will come in at the lowest price point.
B. Pyxis (Verivo Software) will offer services and consulting to support the project.
C. PhoneGap will offer to develop the back-end connectivity portion themselves for free.
D. The chief architect will decide that building the entire thing alone using open source solutions is the best way to go.

Answer: B