IBM

Exam M2040-638

IBM Lotus Notes &Domino Sales Mastery Test v2

Version: 7.3

[Total Questions: 46]

Question No : 1

How many Notes and Notes and Domino applications are estimated to be in active use today?

A. over 10 million
B. over 1 million
C. fewer than 100,000
D. over 700 million

Answer: A

Reference:http://en.wikipedia.org/wiki/IBM_Lotus_Notes(future, first paragraph)

Question No : 2

When speaking with a customer who is still on older versions of Notes and Domino, what is the best reason forupgrading to Notes and Domino 8.5?

A. Replication allows for advanced offline capabilities.
B. The Notes user interface still looks much like Notes Version 5, which appeals to older workers.
C. Organizations can significantly reduce IT costs by upgradingto Domino 8.5.
D. The mail router has been re-engineered with much better performance.

Answer: C

Reference:http://www.simplified-tech.com/website/webapp.nsf/1b49cba002025d52c12569a30073b6bb/1cc1904c80e42ae9852577860035ee84/$FILE/ND852STS_2010%20-%20Public.pdf(third last slide, first bulleted point)

Question No : 3

Recipient indicators in Notes mail enhances productivity by providing users with what information?

_____

A. The indicate how many people have received an email.

B. The indicate whether the user is a direct recipient of email or just copied.

C. The indicate whether an email contains an attachment.

D. They indicate whether a recipient has received an email.

Answer: A

Reference:http://mail.yisd.net/iNotes/help80_iwa_en.nsf/H_MARK_MAIL_MESSAGES_WITH_TO_OR_CC_ICONS_STEPS.html?OpenFileResource

Question No : 4

Which of the followingstatements about the price of Lotus Symphony productivity suite is true?

A. Users pay an entitlement fee of $300 to trade-in Microsoft Office for Lotus Symphony

B. Lotus Symphony is a free download for anyone to use

C. Only users of Notes 8.5 can useLotus Symphony

D. Only users of Microsoft Office are allowed to replace Office with Lotus Symphony

Answer: B

Reference:http://www.pcworld.com/article/157781/ibm_lotus_symphony_an_excellent_free_office_suite.html

Question No : 5

Briefly, what is IBM Social Business strategy?

A. Moving all corporate data to the cloud

B. Leveraging social capabilities in context to enable better business results

C. Discouraging employees from using Facebook and Twitter during work

D. Using IBM Watson technology to improve search algorithms

Answer: B

Reference:http://www.ibm.com/smarterplanet/us/en/socialbusiness/overview/index.html