



Information Management Solution Sales Mastery Test v4

Version: 9.1

[Total Questions: 37]

http://www.maitiku.com QQ:860424807



Question No:1

Which customer challenge is most directly addressed by the Define and Govern facet of the IBM Information Agenda?

- A. inflexible infrastructure
- **B.** information not viewed as an asset
- **C.** lack of business/IT alignment
- **D.** lack of organizational awareness

Answer: B

Reference: https://www-950.ibm.com/events/wwe/ca/canada.nsf/vLookupPDFs/IOD_CtY_deck_-_Canada_-_draft_B_Tom_Inman/\$file/IOD%20CtY%20deck%20-%20Canada%20-%20draft%20B_Tom%20Inman.pdf (slide 25)

Question No : 2

What differentiates IBM Netezza from competing offerings?

- A. External storage options
- **B.** Robust tuning options for customer optimization
- C. Simplicity, speed, scalability, and analytics approach
- D. Integrated application server

Answer: C

Reference: http://www-

05.ibm.com/il/software/netezza/pdfs/IBM_Netezza_Analytics_USEN.pdf (page 2, second paragraph on the right after the bulleted points)

Question No:3

Which statement is TRUE about the integration capabilities of IBM Information Management products?



A. To encourage a fully integrated platform, integration is only possible with other IBM products.

B. All integration mechanisms are proprietary to maintain an advantage over competing vendors.

C. Models and metadata are shared among IBM IM integration offerings.

D. Data must come from homogeneous sources to achieve optimal integration.

Answer: A

Question No: 4

A customer is looking for a software solution to extract data from heterogeneous sources, transform the data to meet operational standards, and then load the data into their warehouse. Which IBM offering best meets their needs?

- A. IBM InfoSphere Warehouse
- B. IBM InfoSphere Information Server
- C. IBM InfoSphere Master Data Management
- D. IBM InfoSphere Optim

Answer: A

Reference: http://www.scribd.com/doc/61338465/Data-Warehousing-High-impact-Strategies-What-You-Need-to-Know-Definitions-Adoptions-Impact-Benefits-Maturity-Vendors (page 45)

Question No: 5

Which IBM workload optimized offering is most appropriate for a customer who wants the greatest flexibility when deploying a data warehouse?

- A. custom system built around IBM InfoSphere Warehouse
- B. IBM pureScale Application System
- C. IBM Smart Analytics System
- D. IBM Netezza

Answer: D

Reference: http://www-05.ibm.com/si/kljucdoresitev/power7/pdf/0955_1025.pdf (slide 20, 21, and 22)

http://www.maitiku.com QQ:860424807