

IBM

Exam M8010-238

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

Version: 6.3

[Total Questions: 38]

Question No : 1

In order to price a deal using the IBM Sterling quoting capability, what deal knowledge is required by selling partners?

- A. The number of selling partners who will use Field Sales.
- B. PVUs required in order to run IBM Sterling Quotes.
- C. The number of internal sales people who will use Field Sales.
- D. Millions of quote lines per year created by selling partners.

Answer: B

Question No : 2

IBM Sterling Order Management enables commerce across a _____.

- A. Dynamic Business Network
- B. Wide Area Network
- C. Storage Area Network
- D. EDI Network

Answer: A

Reference: <http://www-142.ibm.com/software/products/us/en/category/SWH00> (topic: order management)

Question No : 3

The ability to have multiple quotes assigned to a single opportunity enables sales people to _____.

- A. find the optimal price point of a quote
- B. handle approvals of quotes
- C. make quote negotiations more effective since alternative quotes can be presented to a prospect
- D. Both A and B.

Answer: D

Question No : 4

Why do prospects need enterprise strength CPQ solution?

- A. Sales reps are too aggressive in their discounting.
- B. Sales reps do not know the products well and require help in recommending the best product that fit their prospects needs.
- C. Homegrown tools are expensive to maintain and spreadsheet solutions are always out of date.
- D. All of the above.

Answer: A

Question No : 5

What are manual pricing rules?

- A. Pricing rules that are automatically applied to a quote by the system.
- B. Pricing rules that are suggested by the system for a sales rep to use in a quote.
- C. Pricing rules that always require approval by a sales manager if applied.
- D. Pricing rules that allow discounting of shipping costs.

Answer: B

reference:

<http://publib.boulder.ibm.com/infocenter/caas/v1r0/index.jsp?topic=%2Fcom.ibm.help.gettingstarted.doc%2Fgettingstarted.html>

Question No : 6

WebSphere Commerce helps businesses to deliver and manage brand experience across which of the following channels and touchpoints?

- A. Any B2C touchpoint, excluding B2B.
- B. Web only.