IBM

Exam M9560-727

Cloud and Smarter Infrastructure Cloud & Service Management Sales Mastery v1

Version: 6.0

[Total Questions: 53]

Question No : 1

How does IBM APM extend monitoring to cloud and mobile based applications?

A. IBM APM does not manage cloud or mobile applications
B. IBM APM leverages the same agent-based technology that we use for systems of record
C. IBM APM added new languages like Ruby. Python and Mong DB to support these new workloads

Answer: C

Question No : 2

What are the most common challenges that organizations are facing when it comes to mobile management?

A. Increased severity and frequency of security attacks.
B. Increasing infrastructure complexity and unique mobile requirements are time consuming and costly.
C. Poor BYOD strategies and incentives are having a greater impact on productivity and can result in losing potential talent and new recruits.
D. All of the Above
E. B & C only.

Answer: B

Question No : 3

What are three key benefits of Log Analysis?

A. Gain operational insights, simplify IT administration, and machine learning algorithms
B. Improve user satisfaction, built-in expertise and machine learning algorithms
C. Simplified behavioral learning, heterogeneous environment support and distributed and mainframe support
D. Breadth of searchable data, built-in expertise, and System z support

Answer: D
Reference: http://www-

01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/3/897/ENUS214-033/index.html&request_locale=en

Question No : 4

IBM APM supports both agent-based and agent-less transactions. When a transaction spans domains, for example from MG to CICS, what do operators need to do to stitch the transaction together to see end-to-end?

A. Similar to our competition, the customer must look at the transaction in each domain and map fields from one domain to another manually
B. Nothing, IBM APM will automatically interrogate and stitch transactions that span domains, this is a competitive advantage
C. Nothing. IBM and our competitors all automatically stitch transactions together for the user

Answer: C

Question No : 5

IBM has identified a market shift in buyers from traditional IT toward what role?

A. Marketing
B. Operations
C. Line of business

Answer: A

Question No : 6

What percentages of IT leaders are approaching cloud more strategically?

A. 82
B. 31
C. 25

D. 70

Answer: B

Question No : 7

Why IBM's SCI Analytics portfolio?

A. Three key capability areas, predict, search, and optimize.
B. Built on IBM's Big Data platform
C. It is extensible through Insight packs
D. All with a common interface with a cohesive set of capabilities
E. All of the above

Answer: E

Question No : 8

In virtualized x86 environments, costs have shifted from server acquisition to:

A. Enhanced visibility, control and automation from operational big data with cloud-optimized analytics
B. Optimized services and controlled risk in cloud environments with dynamic management, storage and security
C. Hybrid workloads with flexible, open orchestration across resources, workloads and services
D. VM software, service management and administration

Answer: B

Question No : 9

Which is the best and most successful model to employ when selling Endpoint and Mobility Management?

A. The "find and fix" model.
B. The "land and expand" model.