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Q&A

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Exam : 000-M239

**Title : WebSphere Sales Mastery
Test for the Sales
Professional v4**

Version : DEMO

- 1.What is an ideal next step after the Business Process Management (BPM) whiteboarding exercise?
- A.Provide the client with Industry Use Cases.
 - B.Ask the client for the order of the products you discussed during whiteboarding exercise.
 - C.Gain agreement to move forward with a Business Value Assessment (BVA) Workshop.
 - D.Schedule a second whiteboarding session with the IT staff.

Answer: C

- 2.How does JBoss define a "socket".?
- A.a CPU
 - B.the number of processor cores
 - C.Intel only chips
 - D.none of the above

Answer: A

- 3.Customer Opportunity Workshops should
- A.be used to salvage a sale that is collapsing
 - B.be used late in the sales cycle
 - C.be considered and included in every Win Plan
 - D.not require customer participation

Answer: C

- 4.WebSphere Enterprise Service Bus (WESB) is central to the SOA evolution.Which of the following statements describe value delivered by WESB?
- A.Integrates seamlessly with the WebSphere platform
 - B.Delivers business-critical qualities of service.
 - C.Is an integrated solution for service mediation and hosting
 - D.All of the above

Answer: A

- 5.Which of the items below is NOT an attribute of a Use Case?
- A.repeatable
 - B.solutions oriented
 - C.complex
 - D.industry focused

Answer: B

- 6.What value is provided by WebSphere service visibility and governance capabilities?
- A.Ensures services can be found and right services are accessed.
 - B.Reduces costs and duplication by leveraging existing assets.
 - C.Meets audit requirements by tracking services and transactions.
 - D.All of the above.

Answer: D

- 7.Which statement below accurately tefleds the concept of Business Process Management (BPM)?

- A.BPM is a discipline designing and managing systems in a thoughtful, systematic and flexible way that takes the whole, end-to-end business process into account
- B.The use of software, such as orchestration engines and workflow tools, at run-time, to direct the sequence of execution of software components and human activity steps in a process
- C.Using software to control the conditional execution of activities based on rules and potaes
- D.all of the above

Answer: A

8.Which choice is TRUE of WebSphere sMash?

- A.use of BPM to model company carbon footprint
- B.platform to reduce application server costs
- C.open source version of WebSphere Application Server (WAS)
- D.Application Server & Development Platform for lightweight Java/PHP applications

Answer: D

9.It's very likely that our clients have Tomcat applications along with their Application Server applications.What is the IBM WebSphere strategy for replacement of Tomcat installations?

- A.Sell clients about WebSphere Application Servers (WAS) new strategy of Feature Packs (FEPs)
- B.Sell clients WebSphere Express & WEB 2 0 Feature Pack
- C.Sell clients support (or WebSphere Community Edition (WAS CE)
- D.Sell WebSphere Extended Deployment (WXD) to add Quality ofService(QoS) to TomCat Applications

Answer: B

10.Which of the following statements describe ways to engage customers in business driven BPM conversations?

- A.Align the business agility story to industry imperatives
- B.Be focused on IBM assets rather than customer outcomes
- C.Provide a way of linking a business view and an IT view of the solution
- D.AandC

Answer: D