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Q&A

Exam : **000-S32**

Title : IBM System Storage Sales Mastery Test V2 Version: 4.0

Version : DEMO

1.What are two appropriate tactics when selling IBM N series products? (Choose two.)

A. use the NetApp registration process for opportunities

B. expect that NetApp can outbid N series pricing

C. once in the door, swap N series for a different IBM product

D. try to convert NetApp accounts to N series

Answer: A,B

2.Which IBM TS3500 feature eliminates the need for a separate server running library sharing software.?

A. virtual drive mapping

B. Advanced Library Management System (ALMS)

C. integrated multi-path architecture

D. high density frames

Answer: C

3.Which two capabilities of IBM System Storage can most help a customer improve the efficiency of their storage? (Choose two.)

A. storage tiers

B. virtualization

C. backup and recovery

D. cloud delivery

Answer: A,B

4.A customer is looking for the most cost-effective disk solution for an environment requiring mainly high-throughput, sequential loads. Which type of drives should the sales specialist recommend?

A. SATA

B. SAS

C. Fibre Channel

D. SSD

Answer: A

5.What is the number one force driving tape storage sales?

A. business continuity

B. data archiving

C. regulatory compliance

D. data security

Answer: A