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## Q&A

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**Exam** : **M2180-651**

**Title** : IBM PureApplication System  
Sales Mastery Test v1

**Version** : Demo

1.Which one of the following is NOT a business demand that the IBM PureApplication™ System helps enable customers to address?

- A. Capturing business opportunities more quickly
- B. Increased business innovation
- C. Leveraging technology more strategically
- D. Increased business process control

**Answer: D**

2. Most IBM PureApplication™ System whiteboard conversations will have unique outcomes, but the most desired and logical next step in the sales process is which of the following options.?

- A. An agreement to move forward with a PureExperience offer
- B. A purchase order
- C. Another whiteboard discussion with the line of business leaders
- D. An Express Business Value Assessment (BVA)

**Answer: A**

3. Which is NOT a benefit of the IBM PureApplication™ System simplified experience?

- A. Ability to be upgraded with zero downtime
- B. Single management console with role-based processes and automation capabilities
- C. Embedded process control and security patterns
- D. Only two contacts needed for support: one for hardware and one for software

**Answer: D**