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Q&A

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Exam : **M6040-423**

Title : IBM AnyPlace Kiosk models 3xx, 5xx, 7xx, and 9xx Sales Mastery

Version : DEMO

1.What are the two optional upgrades when ordering the AnyPlace Kiosk?

A. Depot warranty

B. barcode scanner

C. magnetic stripe reader

D. Remote Management Agent (RMA)

Answer: B,C

Explanation: *On the AnyPlaceKiosk, there are three IBM Point of Sale devices that can be attached directly to thesystem:

Magnetic stripe reader (MSR)

Barcode scanner (either Line or Omni scanner)

Presence sensor (standard all models)

*a magnetic strip reader and scanner option fit seamlessly into this powerful yet low-profile device.

2.What are two growing markets that Toshiba is targeting for the AnyPlace Kiosk?

A. fast food

B. self service

C. point of sale

D. human resources

Answer: B,C

Explanation: *The ultra-compact AnyPlace Kiosk is designed to deliver compelling selfservice options virtually any place. *IBM AnyPlace can be used as kiosk or point-of-sale (POS) system.

3.According to Gartner, which customer self service solution is most mature in the retail industry?

A. self-service checkout

B. self-service ordering

C. movie/theater ticketing

D. gift and wedding registry

Answer: B

4.Which airline should be cited as a customer success story when selling the AnyPlace Kiosk?

A. Delta

B. JetBlue

C. Frontier

D. Air Canada

Answer: B

Explanation: IBM Client JetBlue Airways has kiosks installed at airport locations coast-to-coast that allow customers with carry-on bags to check in, select or change seat assignments, and obtain boarding passes.

5.Which two characteristics of the AnyPlace Kiosk should sellers highlight? (Choose two.)

A. easy to service

B. IBM branded applications

C. multiple standard enclosures

D. innovative design and usability

Answer: A,C

Explanation: A:Easy serviceability Servicing the AnyPlace Kiosk has never been easier. The virtually tool-free design allows fast access to most key internal components. This helps minimize downtime and reduce service costs. And if needed, the experienced Toshiba worldwide service and support network is always ready to help you protect yourinvestment.