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Q&A

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Title: IBM Rational Collaborative

Lifecycle Management for IT

Technical Sales Mastery

Test v1

Version: Demo

- 1. Which CLM capability does the Analyst role have full read/write access to?
- A. software configuration management
- B. test management
- C. automation
- D. requirements management

Answer: D

2.Progress frequently stalls because team members are unaware of which tasks they must complete in order for the group to move forward.

Which IBM Rational CLM feature helps prevent these delays the most?

- A. The Planned Time view shows the work load for each team member.
- B. The Roadmap view makes dependencies visible to the whole team.
- C. Ranked lists ensure that the team works on important items first.
- D. In-place status updates appear in the plan automatically.

Answer: B

- 3. What is a major benefit of real-time planning in IBM Rational CLM?
- A. It captures best practices and reuses them across teams.
- B. It allows everyone to participate in keeping the plan accurate.
- C. It encourages incremental and breakthrough improvements.
- D. It clearly separates planning from execution.

Answer: B

- 4. What is a major advantage of deploying IBM Rational CLM in a single server setup?
- A. full Single Sign-On (SSO) support
- B. a single LDAP server to control authentication
- C. simplified linking of work items
- D. easier to schedule maintenance windows

Answer: C

5.A project lead wants to ensure that the whole team understands the overall scope of the project.

Which capability of IBM Rational CLM should the sales specialist highlight?

- A. It provides a single plan that spans requirements, development, and testing.
- B. It fully integrates project planning with execution.
- C. It emails copies of the plan to all team members.
- D. It subjects any changes in the plan to the entire team approval.

Answer: A