Vendor: IBM

Exam Code: M2020-248

Exam Name: IBM Cognos Midmarket Foundational Sales Mastery Test v1

Version: DEMO

QUESTION 1
Which statement is true about restrictions on IBM Cognos Express?

A. A customer may only purchase one IBM Cognos Express environment.
B. The maximum number of users is 50 per module, but no more than 100 in the environment.
C. IBM Cognos Express must be installed on a single Windows host.
D. A server hosting IBM Cognos Express may have a maximum of 64 cores.

Answer: B

QUESTION 2
What is a core capability of IBM Cognos Express?

A. data mining
B. planning
C. search
D. mobile

Answer: B

QUESTION 3
Which question will yield the best results when selling IBM Cognos Express to a director of sales or marketing?

A. What happens when you do not identify the early warning signs of bottlenecks or problems?
B. What happens when management is not able to get information they need in a timely manner for decision making or do not have the visibility they need across the multitude of business systems?
C. When looking at your customers, are you able to determine which of them is likely to be the most profitable, costly, or most satisfied so you can to be proactive in managing them?
D. How many people do you have creating and maintaining reports, and what is the annual cost for supporting your reporting applications?

Answer: B

QUESTION 4
Which IBM Cognos Express module provides a Web-based tool for analysis?

A. Reporter
B. Manager
C. Advisor
D. Xcelerator

Answer: C

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