



**Vendor:** IBM

**Exam Code:** 00M-656

**Exam Name:** ICS SmartCloud for Social Business Sales  
Mastery Test v1

**Version:** DEMO

**QUESTION 1**

What is the URL to log into SmartCloud for Social Business?

- A. [www.socialcloud.com](http://www.socialcloud.com)
- B. [www.getsocial.com](http://www.getsocial.com)
- C. [www.ibm.connections.com](http://www.ibm.connections.com)
- D. [www.ibmcloud.com/social](http://www.ibmcloud.com/social)

**Answer:** A

**QUESTION 2**

What are the billing options for SmartCloud for Social Business?

- A. Daily, Per Minute
- B. Monthly, Quarterly, Annually, Upfront
- C. Per User, Per Department
- D. By the number of minutes a user is logged in

**Answer:** C

**QUESTION 3**

Which of the following is a potential sales opportunity for SmartCloud for Social Business?

- A. A satisfied Lotus customer.
- B. Lotus customers that have stated intent to move to another collaboration platform.
- C. Whitespace customers who do not currently do business with IBM.
- D. All of the above

**Answer:** C

**QUESTION 4**

SmartCloud Engage runs in what type of cloud?

- A. Private cloud
- B. Public cloud
- C. Amazon cloud
- D. All of the above

**Answer:** B

**QUESTION 5**

What is the purpose of the tiered pricing for SaaS parts?

- A. To reduce the number of special bids
- B. To provide a discounted price based on committed purchase volumes
- C. To arm sellers with price points that can win business
- D. All of the above

**Answer:** A