



Vendor: IBM

Exam Code: 00M-638

Exam Name: IBM Lotus Notes & Domino Sales Mastery Test
v2

Version: DEMO

QUESTION 1

How many Notes and Notes and Domino applications are estimated to be in active use today?

- A. over 10 million
- B. over 1 million
- C. fewer than 100,000
- D. over 700 million

Answer: A

QUESTION 2

When speaking with a customer who is still on older versions of Notes and Domino, what is the best reason for upgrading to Notes and Domino 8.5?

- A. Replication allows for advanced offline capabilities.
- B. The Notes user interface still looks much like Notes Version 5, which appeals to older workers.
- C. Organizations can significantly reduce IT costs by upgrading to Domino 8.5.
- D. The Domino server has been re-engineered to run on WebSphere Application Server.

Answer: B

QUESTION 3

Recipient indicators in Notes mail enhances productivity by providing users with what information?

- A. They indicate how many people have received an email.
- B. They indicate whether the user is a direct recipient of email or just copied.
- C. They indicate whether an email contains an attachment.
- D. They indicate whether a recipient has received an email.

Answer: D

QUESTION 4

Which of the following statements about the price of Lotus Symphony productivity suite is true?

- A. Users pay an entitlement fee of \$300 to trade-in Microsoft Office for Lotus Symphony
- B. Lotus Symphony is a free download for anyone to use
- C. Only users of Notes 8.5 can use Lotus Symphony
- D. Only users of Microsoft Office are allowed to replace Office with Lotus Symphony

Answer: C

QUESTION 5

What is IBM Project Vulcan?

- A. A solution intended to help customers refresh their intranet with market-leading web experience capabilities.
- B. A rebranding of IBM Workplace.
- C. The code name for the set of integrated real-time communications services that will be available as an IBM offering in 2012.

- D. A multi-year vision for bringing the Lotus collaboration portfolio together into a compelling, unified experience with flexible delivery options.

Answer: A

QUESTION 6

Lotus Symphony is available on which platforms?

- A. Microsoft Windows and Linux
- B. Apple iOS and Windows
- C. RIM Blackberry, Apple iOS, and Windows
- D. Microsoft Windows, Linux and Apple iOS

Answer: D

QUESTION 7

The Symphony productivity suite allows developers to do what?

- A. Incorporate presence awareness into applications at no charge
- B. Add widgets to the Notes sidebar at no charge
- C. Incorporate personal productivity components such as charts and spreadsheets into applications at no charge
- D. Integrate iCal-compliant calendars into applications at no charge

Answer: B

QUESTION 8

Which of the following is not a part of the Project Vulcan vision?

- A. Helping our customers to reduce the information overload via aggregated activity streams.
- B. Transform from sending information to sharing information, so that information doesn't remain trapped in the silos of their inbox.
- C. Allow embedded experiences to improve efficiency and simplify their interactions across multiple tools
- D. Requiring customer use only a proprietary software stack from one company that can only run on one type of operating system

Answer: C