



Vendor: IBM

Exam Code: 000-M239

Exam Name: WebSphere Sales Mastery Test for the Sales Professional v4

Version: DEMO

QUESTION 1

What is an ideal next step after the Business Process Management (BPM) whiteboarding exercise?

- A. Provide the client with Industry Use Cases.
- B. Ask the client for the order of the products you discussed during whiteboarding exercise.
- C. Gain agreement to move forward with a Business Value Assessment (BVA) Workshop.
- D. Schedule a second whiteboarding session with the IT staff.

Answer: C

QUESTION 2

How does JBoss define a "socket"?

- A. a CPU
- B. the number of processor cores
- C. Intel only chips
- D. none of the above

Answer: A

QUESTION 3

Customer Opportunity Workshops should

- A. be used to salvage a sale that is collapsing
- B. be used late in the sales cycle
- C. be considered and included in every Win Plan
- D. not require customer participation

Answer: C

QUESTION 4

WebSphere Enterprise Service Bus (WESB) is central to the SOA evolution. Which of the following statements describe value delivered by WESB?

- A. Integrates seamlessly with the WebSphere platform
- B. Delivers business-critical qualities of service.
- C. Is an integrated solution for service mediation and hosting
- D. All of the above

Answer: A

QUESTION 5

Which of the items below is NOT an attribute of a Use Case?

- A. repeatable
- B. solutions oriented
- C. complex
- D. industry focused

Answer: B

QUESTION 6

What value is provided by WebSphere service visibility and governance capabilities?

- A. Ensures services can be found and right services are accessed.
- B. Reduces costs and duplication by leveraging existing assets.
- C. Meets audit requirements by tracking services and transactions.
- D. All of the above.

Answer: D

QUESTION 7

Which statement below accurately describe the concept of Business Process Management (BPM)?

- A. BPM is a discipline designing and managing systems in a thoughtful, systematic and flexible way that takes the whole, end-to-end business process into account
- B. The use of software, such as orchestration engines and workflow tools, at run-time, to direct the sequence of execution of software components and human activity steps in a process
- C. Using software to control the conditional execution of activities based on rules and potaes
- D. all of the above

Answer: A