



Vendor: IBM

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Exam Name: IBM Tivoli Enterprise Asset Management
Sales Mastery Test v3 Exam

Version: DEMO

QUESTION 1

Which customer roles are most likely to be receptive to the opportunity to explore how IBM can help them make their assets smarter?

- A. VP's of Operations
- B. Service Managers
- C. CIOs
- D. All of the above

Answer: D

QUESTION 2

Which of the following statements is CORRECT?

- A. Maximo for Nuclear Power is an Industrial Solution only for Nuclear Power Industry so therefore this solution is not suitable to any other non-Nuclear Industrial customers.
- B. Customers in other industries may use Maximo for Nuclear Power solution as long as the customer installs other Maximo Industrial Solution together.
- C. Maximo may be used by non-Nuclear Power customers as we have several customer examples already.

Answer: C

QUESTION 3

What should you do before talking with a customer about potential areas of opportunity for them to increase revenues and improve asset performance?

- A. Read their Annual Report to understand key areas of threat and opportunity
- B. Talk with Maximo Industry Leaders about potential benefits for the client
- C. Ask your neighbor who they favor to win the Super Bowl
- D. Both A and B

Answer: D

QUESTION 4

What is the most significant benefit of Maximo for Life Sciences?

- A. Lower operation cost and improved efficiency and service delivery.
- B. Improved efficiency of mobile employees.
- C. Equipment does not need calibration any more.
- D. Fully support a smart meter and enforce Service Level Agreement

Answer: A