



Vendor: IBM

Exam Code: M2180-651

Exam Name: IBM PureApplication System Sales Mastery
Test v1

Version: DEMO

QUESTION 1

Which one of the following is NOT a business demand that the IBM PureApplication™ System helps enable customers to address?

- A. Capturing business opportunities more quickly
- B. Increased business innovation
- C. Leveraging technology more strategically
- D. Increased business process control

Answer: B

QUESTION 2

Most IBM PureApplication™ System whiteboard conversations will have unique outcomes, but the most desired and logical next step in the sales process is which of the following options?

- A. An agreement to move forward with a PureExperience offer
- B. A purchase order
- C. Another whiteboard discussion with the line of business leaders
- D. An Express Business Value Assessment (BVA)

Answer: A

QUESTION 3

Which is NOT a benefit of the IBM PureApplication™ System simplified experience?

- A. Ability to be upgraded with zero downtime
- B. Single management console with role-based processes and automation capabilities
- C. Embedded process control and security patterns
- D. Only two contacts needed for support: one for hardware and one for software

Answer: A

QUESTION 4

Which one of the following capabilities of the IBM PureApplication™ System includes deeply integrating and tuning hardware and software in a single, ready-to-go system?

- A. Built-in expertise
- B. Integration by design
- C. Simplified experience
- D. Automation control

Answer: C

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