M2040-638

IBM Lotus Notes & Domino Sales Mastery Test v2

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 mail router has been re-engineered with much better performance.

Answer: C

Question 3

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

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

Answer: A

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: B

Question 5

Briefly, what is IBM Social Business strategy?

A. Moving all corporate data to the cloud

B. Leveraging social capabilities in context to enable better business results

C. Discouraging employees from using Facebook and Twitter during work

D. Using IBM Watson technology to improve search algorithms

Answer: B

Question 6

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: D

Question 7

Lotus Symphony is available on which platforms?

A. Microsoft Windows and Linux

B. Apple iOS and Windows

C. RIM Blackberry, MacOSX, and Windows

D. Microsoft Windows, Linux and Apple iOS

Answer: C

Question 8

Which statement is not part of lotus notes and domino strategy as the foundation for social business?

A. Integrating advanced collaboration tools right alongside of the inbox with new connections entitlements
B. Demand that all software run on proprietary software and operating system stack.
C. Allows organizations to update existing notes applications with new flexibility and social capabilities via xpages
D. Allow for easy deployment and security while being able to push applications out to mobile devices

Answer: B

Question 9

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: C

Question 10

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: D

Question 11

What is the name of the IBM led formal process that you can take your customer through to help them become

3