M2040-656

ICS SmartCloud for Social Business Sales Mastery Test v1 Exam

DEMO

QUESTION NO: 1

What is the URL to log into SmartCloud for Social Business?

A. www.socialcloud.com
B. www.getsocial.com
C. www.ibm.connections.com
D. www.ibmcloud.com/social

Answer: D
Reference: http://www-10.lotus.com/ldd/bhwiki.nsf/dx/Exercise_3.1_Configuring_IBM_SmartCloud_Notes_for_web_only_access_LLNHcourse (features in smartcloud notes web, second last bulleted point)

QUESTION NO: 2

What are the billing options for SmartCloud for Social Business?

A. Daily, Per Minute
B. Monthly, Quarterly, Annually, Upfront
C. Per User, Per Department
D. By the number of minutes a user is logged in

Answer: B
Explanation:

QUESTION NO: 3

Which of the following is a potential sales opportunity for SmartCloud for Social Business?

A. A satisfied Lotus customer.
B. Lotus customers that have stated an intent to move to another collaboration platform.
C. Whitespace customers who do not currently do business with IBM.
D. All of the above

Answer: A
Explanation:

QUESTION NO: 4

SmartCloud Engage runs in what type of cloud?

A. Private cloud
B. Public cloud
C. Amazon cloud
D. All of the above

Answer: B
Explanation:

QUESTION NO: 5

What is the purpose of the tiered pricing for SaaS parts?

A. To reduce the number of special bids
B. To provide a discounted price based on committed purchase volumes
C. To arm sellers with price points that can win business
D. All of the above

Answer: B
Explanation:

QUESTION NO: 6

Which of the following is NOT a major SmartCloud for Social Business differentiator?

A. Free unlimited guest accounts
B. Integrated services
C. Unlimited file storage
D. Dashboard as a central place to access all services

Answer: C
Explanation:

QUESTION NO: 7

Which of the following best describes a SmartCloud Notes hybrid configuration?

A. Integration between SmartCloud Notes and Symphony
B. Migration of user mailboxes to the cloud
C. A modified mail template for cloud users
D. Seamless integration between on-premises and cloud based Notes mail users

Answer: D
Reference: http://www.chooseportal.com/services-and-solutions/technology-solutions/social-business/smartcloud-notes/ (hybrid)

QUESTION NO: 8

Which of the following are the key benefits of Communities?

A. Enables people to work together more effectively
B. Brings people together to a central place to collaborate on projects or topics
C. Facilitates cross-company collaboration since participants can join without paying for a subscription
D. All of the above

Answer: D
Explanation:

QUESTION NO: 9

Which one of these services is NOT part of SmartCloud Engage?

A. Meetings
B. Activities
C. Communities
D. Blogs

Answer: D
Reference: http://www-10.lotus.com/ldd/bhwiki.nsf/xpViewCategories.xsp?lookupName=Product%20Documentation

QUESTION NO: 10

What is the difference between Engage Advanced and Engage Standard?

A. Engage Advanced has wiki editing
B. Engage Standard includes email
C. Engage Advanced includes email and instant messaging
D. Engage Advanced is a minimum 3 year subscription