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M2040-669

IBM SmartCloud for Social Business for SaaS
Solution Provider Sales Mastery v1 Exam

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QUESTION NO: 1

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: B

Explanation:

QUESTION NO: 2

What is the purpose of a part number for an average fee?

- A. To bill customers when their stock price exceeds their market value
- B. To bill customers whose inbound email exceeds their SPAM threshold
- C. To bill customers when they exceed their purchased authorized user entitlement
- D. None of the above

Answer: C

Explanation:

QUESTION NO: 3

What is the purpose of a part number for a daily fee?

- A. To bill for Meetings by the minute
- B. To bill for a partial month when an order is provisioned before the end of the first month.
- C. To credit for days when nobody logs into SmartCloud for Social Business
- D. To adjust pricing according to daily exchange rate fluctuations

Answer: B

Explanation:

QUESTION NO: 4

When do guest accounts expire?

- A. 30 days
- B. 60 days
- C. 90 days
- D. They never expire

Answer: D

Explanation:

QUESTION NO: 5

Which is a key benefit of SmartCloud Engage over MS Office 365?

- A. Extranet collaboration due to the free unlimited guest accounts offered by Engage
- B. Blogs
- C. Team Calendars
- D. Voice over IP In Meetings

Answer: D

Explanation:

QUESTION NO: 6

Which is a potential sales opportunity for SmartCloud for Social Business?

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

Answer: C

Explanation:

QUESTION NO: 7

Which of the following is NOT a feature of SmartCloud Notes?

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- A. Domino email In the cloud
 - B. Hosted custom Domino apps
 - C. Instant messaging
 - D. 25GB mailbox size

Answer: D

Explanation:

QUESTION NO: 8

Which of the following is NOT a true statement about SmartCloud for Social Business Trials?

- A. A trial is similar to running a proof of concept for on-premises software
- B. You should include line-of-business users in the trial to best demonstrate the value
- C. The trial period is 30 days
- D. Trial users need to be educated and enabled

Answer: C

Explanation:

QUESTION NO: 9

SmartCloud Archive Essentials requires a subscription to which SmartCloud service(s)?

- A. Connections
- B. Engage Advanced
- C. Notes and Engage Advanced
- D. Notes or Engage Advanced

Answer: A

Explanation:

QUESTION NO: 10

With which service(s) is SmartCloud Docs included?

- A. Connections
- B. Engage Advanced
- C. Engage Standard