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M2050-243

IBM Optimization Supply Chain Mgmt Sales Mastery Test v1 Exam

DEMO

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QUESTION NO: 1

Are the ILOG Supply Chain Applications programmable software packages that help solve supply chain problems?

A. Yes. They are a library of code that you need to configure.
B. Yes. They are a programming language.
C. No. They are off-shelf and sold separately.
D. No. They are off-shelf and are all bundled together.

Answer: A
Explanation:

QUESTION NO: 2

What does a part number that starts with "E" mean?

A. It is one of the primary products.
B. It is an add-on.
C. It is limited use.
D. It is a part number to renew S&S.

Answer: A
Explanation:

QUESTION NO: 3

Who are the typical buyers of TA (Transportation Analyst)?

A. Business analyst operations director, transportation manager.
B. IT when they want a real time routing system.
C. Marketing to determine how to deliver on sales forecasts.
D. HR to track truck drivers.

Answer: A
Explanation:

QUESTION NO: 4

What do products designated with the words "Limited Use" mean?

A. It means these products are for read-only use.
B. It means these products are limited to acertain geography.
C. It means you can use the products only for one project.
D. Both A&C

Answer: B
Explanation:

QUESTION NO: 5

What is Logic Tools?

A. A primary competitor.
B. A supply chain applications company that ILOG acquired.
C. The name of a network modeling tool.
D. None of the above.

Answer: B
Reference:http://en.wikipedia.org/wiki/ILOG(see recent developments)

QUESTION NO: 6

IBM's software maintenance program is called S&S or subscription & support. Subscription gives customers the right to download any new versions of a product - both major and minor upgrades. The support is technical support, 24x7 in their local language.

What is the value of S&S to you?"

A. S&S allows you to spot competitive software in your customer's account.
B. S&S renewal gives you a reason to revisit your customers and potentially up-sell them.
C. S&S automatically emails you when your customers buy new software licenses.
D. S&S gives you a report on who has purchased IBM software in your region.

Answer: B
Reference:https://www.ibm.com/developerworks/community/files/basic/anonymous/api/library/510 89be0-8b89-46d3-a5a6-29dc2fbcfffc/document/a7c41308-a3f2-4973-b635-d67e53ca5703/media(slide 55)

QUESTION NO: 7

Which industries can these products be sold to?

A. Retailers only.
B. Consumer Packaged Goods and Manufacturers.
C. Trucking companies.
D. All of the above and even more industries.

Answer: D
Explanation:

QUESTION NO: 8

How long has Logic Net Plus XE been around in the market?

A. Since 1997,always as part of IBM.
B. Since 1997,but first released by Logic Tools,then acquired by I LOG,then acquired by IBM.
C. Since 2007 as part of ILOG and then IBM.
D. Since 2009 as part of IBM.

Answer: B
Explanation:

QUESTION NO: 9

What features does LNP (Logic Net Plus) XE have?

A. Ability to model multi-stops, rest requirements for drivers, out-of-route constraints, and post solve editing.
B. Multiple time periods for annual or seasonal planning, unlimited BOM and tax modeling.
C. Ability to optimize the fill rate, model the supplier lead time and variability, and transit time variability.
D. All of the above.

Answer: C
Explanation: