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M2170-652

Curam Sales Mastery Test v1

DEMO

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QUESTION NO: 1

The Social Program Management Platform Value Proposition includes:

- A.** Enables a rapid, lower-risk implementation by leveraging pre-built and configurable social services elements and business processes
- B.** Empowers the business to define and deploy new programs through configuration tools in a runtime environment
- C.** Protects current investment and provides flexibility to address new and emerging service delivery trends
- D.** All of the above

Answer: B

Reference: http://www-01.ibm.com/common/ssi/rep_ca/3/897/ENUS212-243/ENUS212-243.PDF
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QUESTION NO: 2

Curam is a fully integrated product suite. What types of social programs does Curam support?

- A.** Social Security
- B.** Free milk program
- C.** The space program
- D.** None of the above

Answer: A

Reference: <http://www.andhranews.net/Features/Curam-Software.asp>

QUESTION NO: 3

Understanding how the tiers of government operate is critical to successful opportunity identification and prospecting since that understanding allows you to:

- A.** Align the payment schedules to the government schedules
- B.** Know which is the middle tier so as not to incorrectly promote them to the top and bottom
- C.** Know where to send the invoice when Curam solutions are sold
- D.** Align Curam solutions directly to the business of the jurisdiction

Answer: D

Explanation:

QUESTION NO: 4

Curam is an important component of IBM's Smarter Cities strategy by providing the solutions for which segment of the Smarter Cities framework:

- A. Infrastructure
- B. Planning and Management
- C. Human
- D. All of the above

Answer: C

Reference: <http://www-03.ibm.com/press/us/en/pressrelease/38414.wss> (third paragraph)

QUESTION NO: 5

What is a case?

- A. It is used to manage interactions between the participant and the agency
- B. A case is a category of intake questions
- C. It is a key part of Curam
- D. A and C

Answer: B

Explanation:

QUESTION NO: 6

Curam for Child Welfare business process module includes:

- A. Child Welfare
- B. Child Protection
- C. Adoption
- D. All of the above

Answer: D

QUESTION NO: 7

Outcome management is:

- A. An approach to use rules to pre-set outcomes
- B. An approach to service delivery which focuses on the outcomes of the citizens
- C. An approach that focuses on the actual program
- D. An approach to estimating the impact of a social program

Answer: D

Explanation:

QUESTION NO: 8

Business Process Modules provide:

- A. Specific functionality supporting agencies and programs
- B. Functionality supporting Business Process Re-engineering
- C. A tool for change management
- D. None of the above

Answer: B

Explanation:

QUESTION NO: 9

A primary challenge for governments in Social Program management is the need to:

- A. Increase the number of single parent cases
- B. Limit the number of intakes
- C. Lower costs on the operational business
- D. Keep increasing services given their unlimited budgets

Answer: C

Explanation: