

# IBM 00M-238

IBM Commerce Solutions Selling/Order Mgmt Sales Mastery Test v1

#### **Answer:** B

#### **QUESTION:** 33

How can you make Business flows configurable and adaptive in Order Management?

- A. By doing a value chain analysis.
- B. By altering the process model.
- C. With customization.
- D. With change request management.

#### Answer: B

#### **QUESTION:** 34

What is a key marketing capability in the WebSphere Commerce platform?

- A. Marketing experimentation (a/b testing)
- B. Marketing resource management
- C. Marketing analytics
- D. Campaign planning

#### Answer: D

#### **QUESTION:** 35

What functionality supports Move Add Cancel Delete (MACD) process for service configurations?

- A. Lock contracted prices.
- B. Execute date validations.
- C. Comparison of current with new/changed configurations.
- D. All of the above

# Answer: C

#### **QUESTION:** 36

What business models does WebSphere Commerce support?

#### A. B2C eCommerce

B. B2C and B2B eCommerce

C. B2C, B2B and indirect selling including B2B2C D. B2C, B2B and Supply Chain

# Answer: C

**Reference:** http://www.redbooks.ibm.com/redbooks/pdfs/sg247588.pdf

# **QUESTION:** 37

What product(s) from the IBM Sterling Configure Price Quote (CPQ) bundle are required to provide product configurator capabilities through a Web Channel?

A. All the products of the IBM Sterling CPQ bundle.

B. IBM Sterling Configurator add-on to WebSphere Commerce.

C. IBM Sterling Configurator Order Management add-on.

D. The channel usage does not determine what products of the IBM Sterling CPQ bundle are needed.

# **Answer:** B

#### **Reference:**

http://publib.boulder.ibm.com/infocenter/wchelp/v7r0m0/index.jsp?topic=%2Fcom.ibm.c ommerce.sterling-configurator.doc%2Ftasks%2Ftya\_installvm.htm

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