CERTKILLERS

IBM

00M-656

ICS SmartCloud for Social Business Sales Mastery Test v1

Answer: C

QUESTION: 24
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: A

QUESTION: 25
What is the purpose of a Ramp-up?

A. To allow the customer to ramp up their payments according to their revenues
B. To allow the customer to phase in integrated apps
C. To allow the customer to buy extra file storage
D. To allow the customer to deploy in incremental steps and be billed accordingly until
the full subscription amount is deployed

Answer: D

QUESTION: 26
What is the flagship offering for SmartCloud for Social Business?

A. SmartCloud iNotes
B. SmartCloud Meetings
C. SmartCloud Engage
D. SmartCloud Connections

Answer: D

Reference:
http://www.slideshare.net/DianaEmely/ibm-smart-cloud(slide 19)

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