

Exam 000-M01 study material

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Free 000-M01 Exam Preparation Questions

Exam 000-M01: IBM Information Management Content Management & Discovery Technical Sales Mastery Test v1

Question: 1

In preparing for a successful presentation and demonstration to a customer, what is the single most important factor for a Technical Sales Specialist to understand?

- A. The content types and volumes
- B. Product capabilities in relationship to business issues and objectives
- C. The IT infrastructure
- D. The budget, timeframe, and compelling reasons to buy

Answer: B

Question: 2

WebSphere Information Integrator Content Edition (IICE) does all of the following functions EXCEPT?

- A. Provides access to Documentum 5, FileNet P8, Open Text Livelink, and Interwoven TeamSite repositories
- B. Stores virtual repository metadata so that all documents in all repositories are known
- C. Provides a single API for access to repositories where there are connectors
- D. Ships with a Connector Software Development Kit to allow additional connectors to be built

Answer: B

Question: 3

A customer gets confused after your presentation and indicates that it appears that both Content Manager alone, and Document Manager with Content Manager can provide the document management capabilities they need. A Technical Sales Specialist might ask which question to help them differentiate what they need?

- A. Do you want a complete thin client solution with no downloads?
- B. Do you need to manage multiple versions?
- C. Do you need the solution to interface between MS Word and the electronic library?
- D. Do you need to handle compound documents?

Answer: D

Question: 4

While it is true that Content Manager can store any digital data object, why is Content Manager OnDemand the best solution for the capture of computer output?

- A. It is less expensive
- B. It has computer output paging
- C. It has automatic indexing capabilities for computer output
- D. It uses Tivoli Storage Manager so any supported storage device can be attached

Answer: C

Question: 5

The following are part of the Content Manager OnDemand document capture process?

- A. Creation, Indexing, and Segmentation
- B. Creation, Compression, and Indexing
- C. Indexing, Segmentation, and Compression
- D. Declaration, Segmentation, and Compression

Answer: C

Question: 6

What is the major benefit a customer gets from CommonStore for SAP?

- A. Workflow control over SAP documents
- B. Decreased storage space for SAP data objects
- C. Increased performance in the SAP system
- D. Treats SAP data objects as records for retention and disposition purposes

Answer: C

Question: 7

In IBM's Information Management On Demand Strategy, Content Services plays a key part along with these other Information Services EXCEPT this one?

- A. Data and Master Data Management Services
- B. Analysis and Discovery Services
- C. Information Integration Services
- D. Print Output Management Services

Answer: D

Question: 8

Which best describes what Content Manager can do?

- A. Automate business processes independently of where the information resides
- B. Store and manage any type of unstructured digital information
- C. Manage and control retention and disposition of all enterprise records
- D. Publish and distribute content based on predefined rules

Answer: B

Question: 9

What was Content Manager OnDemand designed to handle the high speed ingestion and automated indexing of?

- A. Computer output
- B. Audio and video for streaming
- C. Images
- D. eMail

Answer: A

Question: 10

What is OmniFinds clear competitive advantage for a company that has Lotus Domino?

- A. Supports native Domino security, meaning it will allow authorized searches down to an application level
- B. Runs as a Domino application
- C. Is supported by IBM, just like Notes and Domino
- D. Allows e-mail discovery to meet compliance requirements

Answer: A

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