

M2080-241^{Q&As}

IBM Enterprise Marketing Management Sales Mastery Test v1

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QUESTION 1

Which of these business problems is one that an IBM EMM product solves?

- A. Database through-put
- B. Staffing requirements
- C. Event detection
- D. Sales forecasting

Correct Answer: D

QUESTION 2

Which IBM product bridges marketing and sellingfor the Coremetrics EMM product?

- A. Sterling Commerce
- B. WebSphere Commerce
- C. Unica
- D. ILOG
- Correct Answer: B

Reference: http://en.wikipedia.org/wiki/IBM_WebSphere_Commerce

QUESTION 3

How is the Coremetrics Software as a Service (SaaS) product used in IBM\\'s EMM productlineup?

- A. It is used as a deployment model to optimize online marketing.
- B. It is used as a recovery mode to recover from online disasters.
- C. It is used as a replication server to replicate marketing information.
- D. It is used as a tracking product for tracking customer transactions.

Correct Answer: A

Reference: http://www.informationweek.com/news/software/bi/231002187

QUESTION 4

What is the value proposition of the Unica Leads product offering?



- A. To deliver quality leads in a timely manner.
- B. Tocreate new market channels through leads generation.
- C. To offer new product offerings through channel marketing.
- D. To sustain existing channels through demand generation.

Correct Answer: A

Reference: http://www.unica.com/products/lead-managment.htm

QUESTION 5

What is one of the main steps in the progression of the Coremetrics life cycle?

- A. Advance customers
- B. Deliver products
- C. Build reporting structure
- D. Create customer confidence
- Correct Answer: A

Reference:http://www.coremetrics.com/solutions/customer-lifecycle-conversion.php

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