

# P2020-795<sup>Q&As</sup>

IBM Decision Optimization Technical Mastery Test v2

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### **QUESTION 1**

A technical seller is preparing a demonstration for a renewable energy company that is looking for innovative ways to distribute energy. Which set of capabilities would best highlight the value of a Decision Optimization solution implemented by IBM?

- A. The Uncertainty Toolkit, integration with IOT and Weather, and IBM\\'s partnership with Twitter
- B. CPLEX performance, the existing Unit Commitment asset, and Profiler in CPLEX Optimization Studio
- C. SPSS Connector in CPLEX Optimization Studio, CP Optimizer performance, and search phases
- D. Supply Demand Demo, SPSS Connector in CPLEX Optimization Studio, and IBM\\'s partnership with Twitter

Correct Answer: C

#### **QUESTION 2**

A Decision Optimization technical seller is working with the seller on a new opportunity.

What is the first step to help a prospect envision what problems in their organization can be solved using IBM Decision Optimization?

- A. invite the prospect to an IBM Analytics trade show
- B. Use a solution map in order to explore potential application areas.
- C. Show an existing demonstration using the prospect\\'s data set
- D. Request a product road map demonstration from PLM.

Correct Answer: B

#### **QUESTION 3**

A large logistics company asked IBM for help with a vehicle routing solution to improve their operational efficiency. Which metric could an IBM Decision Optimization based solution directly help improve and, as a result, generate the most cost savings for the client?

- A. maintenance frequency
- B. placement of truck sensors
- C. driver retention rate
- D. total miles driven

Correct Answer: C



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#### **QUESTION 4**

A customer is interested in an affordable deployment of an IBM Decision Optimization Center (DOC) solution that will support a collaborative planning application with multiple business users. What should the technical seller inquire about that would allow the IBM team to come up with a sizing recommendation for the IBM DOC CPLEX Server Component?

- A. The number of business users that will be using the optimization application
- B. The number of concurrent optimization requests that are expected to reach the CPLEX server at any given time.
- C. The amount of time it takes for the server to respond to a single optimization request.
- D. The number of variables and constraints in the optimization problem.

Correct Answer: D

#### **QUESTION 5**

A technical seller is conducting an IBM Decision Optimization Discovery Workshop with a client. Which impacts of an optimization system on business processes should be discussed with the client at this time?

- A. An optimization system does not affect existing business processes.
- B. The processes for an optimization system and the existing processes need to be executed in parallel.
- C. An optimization system necessarily introduces new business processes different from the existing processes.
- D. An optimization system can improve automation of the existing processes.

Correct Answer: D

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