



ITTEST

QUESTION & ANSWER

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Exam : 000-M605

**Title : IBM Automotive Industry
Solutions Sales Mastery
Test v1**

Version : DEMO

1.What product does IBM have for the customer for planning and scheduling, order management, and tracking and tracing?

- A. ILOG
- B. SPSS
- C. WebSphere Application Server
- D. Rational Application Developer

Answer: B

2.What is one of the five major drivers for the automotive industry?

- A. A dependent ecosystem
- B. An independent ecosystem
- C. A closed ecosystem
- D. None of the above

Answer: C

3.What does SPSS do for the customer?

- A. It allows the customer to the ability to create models that understand how processes interact over time, thus predicting problems and triggering an event to take action before the problem occurs.
- B. It allows the customer to the ability to create databases that store sequential data, when used in conjunction with WebSphere Application Server, predict database performance problems.
- C. It allows the customer to the ability to create WebSphere Portal pages that display sequential data, when used in conjunction with WebSphere Application Server, display database performance problems.
- D. None of the above

Answer: C

4.What is the business value of process composition?

- A. It combines real-time data storage techniques that will help reduce a customers time to market delivery schedule.
- B. It focuses the real value of integrated systems into the day-to-day operational complexities of the manufacturing line.
- C. It integrates real-time, event-driven factory floor with the supply chain to improve operational performance, asset utilization, and inventory management.
- D. None of the above

Answer: D

5.Which IBM product takes care of partner B2B in the application framework?

- A. Maximo
- B. COGNOS
- C. SPSS
- D. WPG

Answer: A