

## ITTEST

**QUESTION & ANSWER** 

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Exam : M2020-645

Title : IBM Cognos Business

Intelligence Sales Mastery

Test v2

Version: DEMO

- 1. According to studies by IBM and Gartner, what do CIOs list as their number one concern?
- A. Compliance
- B. Business analytics
- C. Mobility solutions
- D. Risk management

**Answer:** B

- 2. Which major differentiator did version 10 introduce to the IBM Cognos BI interface.?
- A. Separate workspaces for distinct roles.
- B. Unified workspace for all users.
- C. Mobile support for all functionality.
- D. Ad hoc reporting capabilities.

Answer: B

- 3. What is NOT a major advantage that IBM Cognos BI products have over the competition?
- A. Promotion of self-service.
- B. Ability to consume information in a variety of formats, languages, and devices.
- C. Consistency and accessibility from a wide range of data sources across the entire organization.
- D. Ability to build and automate business processes.

Answer: D

- 4. What is a high-yield question when positioning IBM Cognos BI to the CIO of an organization?
- A. Do your users trust the data that they have access to?
- B. How do you identify outliers in your business?
- C. How do you handle information requests from the business?
- D. What happens when management is not able to get information they need quickly?

Answer: D

- 5.An existing Cognos BI customer has applications that depend on a previous version of Cognos (Series
- 7). They wish to migrate to IBM Cognos BI.

Which product most resembles their previous version and is likely to provide them with the easiest migration?

- A. Controller
- B. PowerPlay
- C. Business Insight Classic Mode
- D. TM1

Answer: B