



ITTEST

QUESTION & ANSWER

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Exam : **M2180-651**

Title : IBM PureApplication System
Sales Mastery Test v1

Version : Demo

1.Which one of the following is NOT a business demand that the IBM PureApplication™ System helps enable customers to address?

- A. Capturing business opportunities more quickly
- B. Increased business innovation
- C. Leveraging technology more strategically
- D. Increased business process control

Answer: D

2.Most IBM PureApplication™ System whiteboard conversations will have unique outcomes, but the most desired and logical next step in the sales process is which of the following options.?

- A. An agreement to move forward with a PureExperience offer
- B. A purchase order
- C. Another whiteboard discussion with the line of business leaders
- D. An Express Business Value Assessment (BVA)

Answer: A

3.Which is NOT a benefit of the IBM PureApplication™ System simplified experience?

- A. Ability to be upgraded with zero downtime
- B. Single management console with role-based processes and automation capabilities
- C. Embedded process control and security patterns
- D. Only two contacts needed for support: one for hardware and one for software

Answer: D