

考試編碼:M2050-243

考試名稱: IBM Optimization Supply
Chain Mgmt Sales Mastery
Test v1 Exam

Version: Demo

QUESTION NO: 1

Are the ILOG Supply Chain Applications programmable software packages that help solve supply chain problems?

- A. Yes. They are a library of code that you need to configure.
- B. Yes. They are a programming language.
- C. No. They are off-shelf and sold separately.
- D. No. They are off-shelf and are all bundled together.

Answer: A

QUESTION NO: 2

What does a part number that starts with "E" mean?

- A. It is one of the primary products.
- B. It is an add-on.
- C. It is limited use.
- D. It is a part number to renew S&S.

Answer: A

QUESTION NO: 3

Who are the typical buyers of TA (Transportation Analyst)?

- A. Business analyst operations director, transportation manager.
- B. IT when they want a real time routing system.
- C. Marketing to determine how to deliver on sales forecasts.
- D. HR to track truck drivers.

Answer: A

QUESTION NO: 4

What do products designated with the words "Limited Use" mean?

- A. It means these products are for read-only use.
- B. It means these products are limited to ascertain geography.
- C. It means you can use the products only for one project.
- D. Both A&C

Answer: B

QUESTION NO: 5

What is Logic Tools?

- A. A primary competitor.
- B. A supply chain applications company that ILOG acquired.
- C. The name of a network modeling tool.
- D. None of the above.

Answer: B

Reference:<http://en.wikipedia.org/wiki/ILOG>(see recent developments)

QUESTION NO: 6

IBM's software maintenance program is called S&S or subscription & support. Subscription gives customers the right to download any new versions of a product - both major and minor upgrades. The support is technical support, 24x7 in their local language. What is the value of S&S to you?"

- A. S&S allows you to spot competitive software in your customer's account.
- B. S&S renewal gives you a reason to revisit your customers and potentially up-sell them.
- C. S&S automatically emails you when your customers buy new software licenses.
- D. S&S gives you a report on who has purchased IBM software in your region.

Answer: B

Reference:[https://www.ibm.com/developerworks/community/files/basic/anonymous/api/library/51089be0-8b89-46d3-a5a6-29dc2fbcfffc/document/a7c41308-a3f2-4973-b635-d67e53ca5703/media\(slide 55\)](https://www.ibm.com/developerworks/community/files/basic/anonymous/api/library/51089be0-8b89-46d3-a5a6-29dc2fbcfffc/document/a7c41308-a3f2-4973-b635-d67e53ca5703/media(slide%2055))

QUESTION NO: 7

Which industries can these products be sold to?

- A. Retailers only.
- B. Consumer Packaged Goods and Manufacturers.
- C. Trucking companies.
- D. All of the above and even more industries.

Answer: D

QUESTION NO: 8

How long has Logic Net Plus XE been around in the market?

- A. Since 1997,always as part of IBM.
- B. Since 1997,but first released by Logic Tools,then acquired by I LOG,then acquired by IBM.
- C. Since 2007 as part of ILOG and then IBM.
- D. Since 2009 as part of IBM.

Answer: B

QUESTION NO: 9

What features does LNP (Logic Net Plus) XE have?

- A. Ability to model multi-stops, rest requirements for drivers, out-of-route constraints, and post solve editing.
- B. Multiple time periods for annual or seasonal planning, unlimited BOM and tax modeling.
- C. Ability to optimize the fill rate, model the supplier lead time and variability, and transit time variability.
- D. All of the above.

Answer: C

QUESTION NO: 10

Which of the products has an advanced forecasting add-on you can sell?

- A. IBM ILOG Logic Net Plus XE
- B. IBM ILOG Inventory and Product Flow Analyst
- C. IBM ILOG Transportation Analyst
- D. None of the above.

Answer: A