

考試編碼:M2170-659

考試名稱: IBM Smarter Cities
Sales Mastery Test v1

版本: Demo

QUESTION: 1

When pricing an Intelligent Water solution, what needs to be considered for accurate pricing?

- A. Whether the client is responsible for public or private water management
- B. The estimate on customization and integration work
- C. If the solution will be used to manage waste or fresh water
- D. Try to reduce the overall price by leveraging any and all applicable SWG assets for free

Answer: C

QUESTION: 2

What do the Smart Metering Analytics, Water Conservation Portal, Water Information Hub (WIH) and Non Revenue Water (NRW) all have in common?

- A. They are special promotions being extended by water management companies to help monitor water usage
- B. They are titles of books documenting Intelligent Water usage to drive awareness and encourage adoption
- C. They are information on premise solutions for Intelligent Water
- D. They are Intelligent Water reusable assets available through the Industry Solutions Asset Library

Answer: A

QUESTION: 3

How has the acquisition of i2 extended IBM's leadership in Smarter Law Enforcement and Public Safety?

- A. By making available Public Safety offerings in the cloud
- B. By promoting IBM in the Law Enforcement and Public Safety conferences
- C. By adding industry leading intelligence analysis and investigation capabilities that enable government agencies, defense and enterprises to reduce crime, fraud, and security threats
- D. By delivering on the promise of public safety for the world

Answer: D

QUESTION: 4

Which of the following is a major challenge for Outcome Management?

- A. Lack of coordination - creating an inconvenience to clients, economic waste for the community, ineffectual use of already available resources
- B. Supporting Rural Areas - 80% of families commonly account for 20% of social program spending
- C. None of the above
- D. A and B

Answer: C

QUESTION: 5

Outcome management is:

- A. An approach to use rules to pre-set outcomes
- B. An approach to service delivery which focuses on the outcomes of the citizens
- C. An approach that focuses on the actual program
- D. An approach to estimating the impact of a social program

Answer: A