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## **Q&A**

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**Exam** : **000-M239**

**Title** : WebSphere Sales Mastery  
Test for the Sales  
Professional v4

**Version** : DEMO

1.What is an ideal next step after the Business Process Management (BPM) whiteboarding exercise?

- A.Provide the client with Industry Use Cases.
- B.Ask the client for the order of the products you discussed during whiteboarding exercise.
- C.Gain agreement to move forward with a Business Value Assessment (BVA) Workshop.
- D.Schedule a second whiteboarding session with the IT staff.

**Answer: C**

2.How does JBoss define a "socket" .?

- A.a CPU
- B.the number of processor cores
- C.Intel only chips
- D.none of the above

**Answer: A**

3.Customer Opportunity Workshops should

- A.be used to salvage a sale that is collapsing
- B.be used late in the sales cycle
- C.be considered and included in every Win Plan
- D.not require customer participation

**Answer: C**

4.WebSphere Enterprise Service Bus (WESB) is central to the SOA evolution.Which of the following statements describe value delivered by WESB?

- A.Integrates seamlessly with the WebSphere platform
- B.Delivers business-critical qualities of service.
- C.Is an integrated solution for service mediation and hosting
- D.All of the above

**Answer: A**

5.Which of the items below is NOT an attribute of a Use Case?

- A.repeatable
- B.solutions oriented
- C.complex
- D.industry focused

**Answer: B**

6.What value is provided by WebSphere service visibility and governance capabilities?

- A.Ensures services can be found and right services are accessed.
- B.Reduces costs and duplication by leveraging existing assets.
- C.Meets audit requirements by tracking services and transactions.
- D.All of the above.

**Answer: D**

7.Which statement below accurately reflects the concept of Business Process Management (BPM)?

- A. BPM is a discipline designing and managing systems in a thoughtful, systematic and flexible way that takes the whole, end-to-end business process into account
- B. The use of software, such as orchestration engines and workflow tools, at run-time, to direct the sequence of execution of software components and human activity steps in a process
- C. Using software to control the conditional execution of activities based on rules and potaes
- D. all of the above

**Answer: A**

8. Which choice is TRUE of WebSphere sMash?

- A. use of BPM to model company carbon footprint
- B. platform to reduce application server costs
- C. open source version of WebSphere Application Server (WAS)
- D. Application Server & Development Platform for lightweight Java/PHP applications

**Answer: D**

9. It's very likely that our clients have Tomcat applications along with their Application Server applications. What is the IBM WebSphere strategy for replacement of Tomcat installations?

- A. Sell clients about WebSphere Application Servers (WAS) new strategy of Feature Packs (FEPs)
- B. Sell clients WebSphere Express & WEB 2 0 Feature Pack
- C. Sell clients support (or WebSphere Community Edition (WAS CE)
- D. Sell WebSphere Extended Deployment (WXD) to add Quality of Service (QoS) to TomCat Applications

**Answer: B**

10. Which of the following statements describe ways to engage customers in business driven BPM conversations?

- A. Align the business agility story to industry imperatives
- B. Be focused on IBM assets rather than customer outcomes
- C. Provide a way of linking a business view and an IT view of the solution
- D. A and C

**Answer: D**