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Exam : **000-M197**

Title : IBM WebSphere Portal Family Sales Mastery Test v1

Version : DEMO

1.Which statement is NOT true about IBM Learning Accelerator?
A. It streamlines the management of training programs, resources, and courseware
B. It empowers users to self-manage their own learning activities.
C. It only supports mobile workers.
D. It helps organizations operate more efficiently by meeting ongoing training requirements
Answer: C

2.Which business factors currently have the greatest impact on customer technology purchase decisions?
A. PDA proliferation; microprocessor manufacturing costs
B. global economics; mobile workforce, access to right level of information
C. aging workforce; CEO wage freezes
D. immigration legislation: government focus on 'green technologies'
Answer: B

3.Which statement is NOT true about WebSphere Everyplace Mobile Portal Enable?
A. It is an additive offering that extends WebSphere Portal to a variety of mobile devices.
B. It requires an existing WebSphere Portal (Server, Enable or Extend) implementation.
C. It is ideal for customers who want to serve users through portal websites and mobile devices.
D. it only works with WebSphere Portal Express.
Answer: D

4.Which is NOT a benefit of Mashup Center?
A. streamlines collaboration and communication among knowledge workers
B. quickly uncovers new business insights by easily assembling information from multiple sources on the glass
C. speeds development and reduces costs through reuse, and sharing
D. empowers knowledge workers and web developers to rapidly create new web applications
Answer: A

5.Which components make up the Lotus Forms offering?
A. Portal Content Manager, and Domino
B. Form Designer, Form Server, and Form Viewer
C. Form Designer. Portal Server, andAdobeReader
D. Form, Workflow, and Repository
Answer: B

6.Lotus Forms extends the leadership of IBM in eForms because of its exceptional ease of use, its optimization of business processes, and industrial strength _____.
A. KPIs
B. Security & Scalability
C. tooling
D. compression
Answer: B

7.Which products does Content Accelerator include?
A. Lotus Web Content Management, Lotus Quickr, IBM OmniFind
B. Lotus Quickr. Lotus Sametime, Lotus Notes
C. Lotus Quickr, IBM OmniFind. Lotus Connections
D. Lotus Quickr. Lotus Connections. Lotus Sametime
Answer: A

8.Which market trends influence the portal marketplace?
A. OS/X usage, new web clients like Safari, the success of iTunes, MacBook Pro sales
B. server consolidation, mergers, offshoring, medical costs
C. Web 2.0, increased competition, technology convergence, changing customer needs
D. currency volatility, security concerns, political unrest, aging populations
Answer: C

9.Which customer type is NOT a strong prospect for Business Process Accelerator?
A. a customer with current processes that are handled manually
B. a customer that is a Microsoft shop that has elementary eForm requirements and has no IBM software
C. a customer that uses several paper forms throughout their organization
D. a customer that needs to digitally sign documents and meet compliance requirements
Answer: B

10.Which WebSphere Portal product is NOT available for you to sell to your customers today?
A. WebSphere Portal Enable
B. WebSphere Portal Extend
C. IBM accelerators for WebSphere Portal
D. Lotus Portal Express
Answer: D