

# T estpassport Q&A



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**Exam : 00M-226**

**Title : M226 IBM Smart Analytics  
Sales Mastery Test v1**

**Version : Demo**

1.What is NOT one of the main ingredients of IBM Smart Analytics System?

- A. Masterdata management software
- B. Analyticssoftware
- C. RDBMS or database software
- D. Hardware

**Answer: A**

2.Which capability of IBM Smart Analytics System will be of the most interest to an IT customer in financial services.?

- A. Increasedperformance on analytics software
- B. improved customer service and retention
- C. increased share of wallet
- D. increased campaign effectiveness

**Answer: C**

3.Which offering from Oracle competes most directly with IBM Smart Analytics System?

- A. 11g Enterprise Edition
- B. Optimized Warehouses
- C. Exadata
- D. Real Application Clusters

**Answer: C**

4.An IT manager is interested in IBM Smart Analytics System, but they are also looking at similar solutions from Teradata.

What is the best way for the sales representative to respond?

- A. "We have a similar proven architecture; however, we can often execute and implement a solution at a more competitive cost."
- B. "We have architectural differences that allow us to scale and perform better. We are more focused on BI versus on applications."
- C. "An appliance is an interesting approach. We can provide the same benefits and we execute better, stand behind it, and provide a clear upgrade path."
- D. "They are just an RDBMS. There is more to analytics than accelerating one or two queries."

**Answer: B**

5.Which operating system runs on the 9600?

- A. z/OS
- B. Windows Server
- C. Linux
- D. AIX

**Answer: A**