Testpassport Q&A

La meilleure qualité le meilleur service

Service de mise à jour gratuit pendant un an

Exam : **M2050-654**

Title : IBM Emptoris Telecom
Expense Management
Sales Mastery Test v1

Version : DEMO

1.In TEM what does the acronym "BYOD" stand for?

A.Buy Your Own Data

B.Beyond Data

C.Bring Your Own Device

D.Bring Your Own Design

Answer: C

2.The global TEM Compounded Annual Growth Rate (CAGR) is approximately:

A.10%

B.12%

C.17%

D.21%

Answer: C

Explanation:

Reference:

http://www.reportlinker.com/p0787925/Global-Telecom-Expense-Management-Market.html

(see first para on the page)

3.Which of the following are considered "tier 1" competitors?

A.Tangoe

B.SAP

C.AT & T

D.Telesoft

Answer: A

4.Which of the following statements is false?

A.IBM offers a fully automated TEM lifecycle solution across the telecom infrastructure including data, voice, and mobile assets

B.The IBM offer focuses on wireless telecomm assets only

C.The IBM offer includes all critical TEM processes required by the Gartner TEM definition

D.The IBM offer is composed of multiple software platforms

Answer: B

5.Customers are indicating a desire for termination-at-will contracting, which indicates:

A.Short sales cycles

B.A vote of no confidence

C.Good buyer relationships

D.Low cost purchase

Answer: A