

IBM

Exam P2020-795

IBM Decision Optimization Technical Mastery Test v2

Verson: Demo

[Total Questions: 10]

Question No : 1

A customer is looking for a solution to determine the best staff levels at their service centers while considering variability in arrival rates of service tickets and duration to resolve them. Which IBM offering will the technical seller propose to the customer?

- A. CPLEX Optimization Studio
- B. SPSS Modeler
- C. Decision Optimization Center with Uncertainty Toolkit
- D. cloud

Answer: C

Question No : 2

The Vice President of production at a company supplying household cleaning supplies and related products tells the technical seller their finished goods inventories are "out of control" leading to frequent stock-outs of some SKUs (stock keeping units) and wastage of outdated product of others. Which benefit would the technical seller indicate can be realized through use of IBM Decision Optimization?

- A. An IBM Decision Optimization solution can solve big optimization problems faster than any other product on the market.
- B. The company's Operations Research department can easily build a realistic model of the production process.
- C. The IBM Decision Optimization solution can hedge the risk of stockouts with robust plans that consider alternative demand scenarios.
- D. The IBM Decision Optimization solution can predict where and when supply shortfalls will occur at least 2 weeks in advance

Answer: C

Question No : 3

A client invites a technical seller to a meeting in order to discuss a new Sales & Operations Planning RFI they just issued. During the discussion they ask about what's unique about IBM Decision Optimization's value proposition. Knowing that they mentioned either using a packaged solution or a custom solution, the technical seller should answer that the offering is unique due to:

- A. No one else can develop custom solutions as timely as IBM
- B. Decision Optimization has a solution based upon an existing SAP connector only.
- C. IBM has a unique combination of skills, flexible platform and industry know how.
- D. IBM has multiple references to offer this prospect.

Answer: C

Question No : 4

When an IBM Decision Optimization technical seller talks about the information technology stack that is needed to support effective decision making, which would be the primary target audience?

- A. Chief Financial Officer
- B. Vice President of Marketing
- C. Chief Information Officer
- D. Vice President of Production

Answer: C

Question No : 5

Which financial industry use case is a good candidate for an IBM Decision Optimization solution?

- A. Determining risk tolerance of an investor
- B. Determining expected return of a portfolio
- C. Determining risk level of a portfolio
- D. Determining portfolio composition to balance return and risk

Answer: C

Question No : 6

A manufacturer wants to implement Sales and Operations Planning and is considering a packaged application from a major database vendor. Which is a sales point for a solution based on IBM Decision Optimization Center (DOC)?

- A. IBM DOC handles end to end transactions processes.
- B. IBM DOC has a packaged application for Sales and Operations Planning
- C. IBM DOC solutions are customized to the customer's unique business model.
- D. IBM DOC solves linear optimization problems.

Answer: B

Question No : 7

A large international manufacturer is expanding rapidly and is looking to IBM for help in improving their supply chain network. Which metric does an IBM Decision Optimization solution help improve directly?

- A. customs compliance for global sourcing
- B. mean time to failure (MTTF) for equipment
- C. open distribution center costs
- D. global tax accounting

Answer: C

Question No : 8

A technical seller receives a phone call from a client who requests an evaluation license to run some performance benchmarks for a set of price optimization problems. The client says his company needs to find solutions of good quality in less than an hour and is comparing multiple engines. The technical seller only needs to understand:

- A. Whether he needs support during his evaluation period and the evaluation timeline
- B. When the evaluation period will need to start and the length of it.
- C. The other engines actual performance, and what a solution of good quality means exactly to their business.
- D. The number of users who will access it.

Answer: C

Question No : 9

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a

client. Which outcomes are essential to conclude the discovery?

- A.** An understanding of the business situation as well as the technical and financial information.
- B.** An understanding of the business situation as well as the solution overview and the solution approach.
- C.** The stakeholders being convinced as well as the technical and financial information.
- D.** The definition of a Proof of Concept has been established as well as the solution overview and the solution approach

Answer: B

Question No : 10

A prospect is considering potential implementations of decision optimization and business intelligence. Which best describes the relationship between these two technologies?

- A.** Business Intelligence provides valuable insight into data that complements Decision Optimization.
- B.** Decision Optimization requires implementation of Business Intelligence.
- C.** C. Business Intelligence and Decision Optimization serve the same purpose. There is no value in implementing both
- D.** Business Intelligence and Decision Optimization are completely distinct and not suitable for integration.

Answer: A

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