

---

## Question: 1

Which is an IBM Commerce Software opportunity that you should NOT pursue?

- A. A company looking for both B2C and B2B commerce capabilities.
- B. A company looking for a SaaS, eCommerce offering that can support HIPPAand Fedramp compliance requirements.
- C. A company that wants to reduce risk and costs of their eCommerce operational activities around maintenance, infrastructure and security.
- D. A company that wants to build and manage multiple storefronts on a single platform.
- E. A company that needs to manage B2B contracts, offer account-specific pricing, and a filtered catalog for their products.

**Answer: B**

## Question: 2

A client is challenged with staying up-to-date on releases and maintaining consistent up-uptime. The client also runs a mission-critical eCommerce solution and requires speedy disaster recovery turnaround. Which IBM Commerce Software offering package is MOST appropriate to position to this client?

- A. WebSphere Commerce Managed Hosted - Essentials Edition
- B. WebSphere Commerce Managed Hosted - Standard Edition
- C. WebSphere Commerce On-Premise Professional Edition
- D. WebSphere Commerce On-Premise Enterprise Edition

**Answer: B**

## Question: 3

What is the primary target persona for IBM Commerce Software?

- A. Sales managers for small- to medium-sized businesses, especially when they are lacking in IT tools and support, and are looking for efficient and cost-effective solutions.
- B. LOB leaders of medium-sized businesses to large enterprises, especially from marketing, merchandising, sales and customer service.
- C. LOB leaders of any-sized businesses, especially from marketing, eCommerce, transportation & logistics and IT.
- D. LOB leaders of any-sized businesses, especially when they already use IBM's Watson Supply Chain solutions.

---

**Answer: B**

**Question: 4**

Which challenge does IBM Configure Price Quote's approval process pipeline address for a VP of Sales?

- A. Standardize quotes and reduce the amount of time required to approve quotes
- B. Enable field sellers to create and approve promotions during the quoting process
- C. Reduce error rates in the quoting process
- D. Quickly view and sell recommended Items that will complement existing products

**Answer: A**

**Question: 5**

Which audience is best suited for IBM Configure Price Quote?

- A. B2B2CandB2G
- B. B2Conly
- C. B2B. B2C and B2B2C
- D. B2Bonly

**Answer: D**