

000-J02

IBM

IBM Sys.i Entry Level Bus.Partners - Sales Mastery Test V1

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Question: 1

Which of the following is the least expensive upgrade option for a customer with System i5 520 Express Entry Plus who wishes to add significant Domino and Linux workloads?

- A. Order Accelerator
- B. Order processor upgrade to 520 Express Turbo
- C. Order processor upgrade to 520 Express Growth
- D. Order two additional DASD and 2GB of main memory

Answer: A

Question: 2

Which of the following is an advantage of the System i microprocessor design hierarchy?

- A. It protects the applications from hardware technology changes.
- B. It is specifically designed for compute-intensive applications.
- C. It shares resources with multiple, heterogeneous, concurrent systems.
- D. It offloads I/O and communication-intensive tasks from the central processor.

Answer: D

Question: 3

Which of the following allows applications or services running in a Linux partition to communicate to an i5/OS partition?

- A. iSCSI
- B. ODBC Connection
- C. High Speed Link
- D. Virtual Ethernet

Answer: D

Question: 4

Which feature of i5/OS provides workload management functions to optimize performance and maintain integrity?

- A. i5/OS subsystems
- B. Single Level Storage
- C. IBM Virtualization Engine
- D. Independent Auxiliary Storage Pool (iASP)

Answer: A

Question: 5

A System i5 prospect is starting to look for an ERP solution. What should be the first steps in the selling process?

- A. Discuss their financial commitment to the project and their willingness to grow the project and budget if additional features are cost-justifiable.
- B. Prepare a preliminary technical solution proposal document with numbers and timeframes for the customer's review.
- C. Calculate the expected ROI through discussion with the customer to demonstrate value and benefits of proceeding.
- D. Determine their budget and application requirements, and discuss references of similar solutions that are already operational.

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