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## IBM Decision Optimization Technical Mastery Test v2

IBM P2020-795

Version Demo

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**QUESTION NO: 1**

A technical seller has been invited to an initial meeting with a client. In advance, the client has provided some details regarding their business problem and pain points, as well as some data showing the opportunity for optimization. The sales team is setting high expectations to make a strong initial impression on this client. Their goal for this meeting is to demonstrate the potential for a high level of return from a Decision Optimization solution. To achieve this goal the technical seller should deliver

- A. Proof of Concept because it uses client data.
- B. Proof of Concept as this is the best way to focus on the client's requirements during the preparation effort.
- C. demo, to provide an initial high-level view of the product, emphasizing key features and prompting useful feedback.
- D. demo, as it requires a minimal investment of effort

**ANSWER: B****QUESTION NO: 2**

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: 3**

A technical seller is conducting an IBM Decision Optimization Discovery Workshop with a client. Which impacts of an optimization system on business processes should be discussed with the client at this time?

- A. An optimization system does not affect existing business processes.
- B. The processes for an optimization system and the existing processes need to be executed in parallel.
- C. An optimization system necessarily introduces new business processes different from the existing processes.

D. An optimization system can improve automation of the existing processes.

**ANSWER: D**

#### QUESTION NO: 4

A technical seller conducts the business section of an IBM Decision Optimization Discovery Workshop with the client. It is important that the technical seller:

- A. Understand the financial, managerial and time constraints that exists as well as give a solution overview.
- B. Illustrate IBM's capabilities with success stories as well as give a solution overview.
- C. Understand the financial, managerial and time constraints that exist as well as make sure that the business problem is clearly expressed
- D. Discuss the IT architecture as well as make sure the business problem is clearly expressed.

**ANSWER: C**

#### QUESTION NO: 5

A customer is interested in an affordable deployment of an IBM Decision Optimization Center (DOC) solution that will support a collaborative planning application with multiple business users. What should the technical seller inquire about that would allow the IBM team to come up with a sizing recommendation for the IBM DOC CPLEX Server Component?

- A. The number of business users that will be using the optimization application
- B. The number of concurrent optimization requests that are expected to reach the CPLEX server at any given time.
- C. The amount of time it takes for the server to respond to a single optimization request.
- D. The number of variables and constraints in the optimization problem.

**ANSWER: D**

#### QUESTION NO: 6

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: 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 customer wants a platform that can be leveraged by their analytics team to quickly develop and deploy proof of concept optimization-based applications for business users. Which IBM offering would the technical seller propose to the customer?

- A. CPLEX Optimization Studio
- B. Decision Optimization Center
- C. DOcloud
- D. Uncertainty Toolkit

**ANSWER: A**

#### QUESTION NO: 9

A cruise company wants to develop a web based application for recommending cruise packages based on preferences selected by its customers. An optimization model developed for generating cruise recommendations needs to be populated by data passed from web front end in the form of a JSON document. Which IBM Decision Optimization feature is well suited for running the optimization model in the deployment environment?

- A. Decision Optimization Center CPLEX Server

- B.** Decision Optimization Center Data Server
- C.** CPLEX Enterprise Server
- D.** OPL Java API with custom REST service

**ANSWER: D**

**QUESTION NO: 10**

A technical seller conducts a discovery workshop with a client. What is important to know when assessing the business use cases of the client?

- A.** Compare the current to the desired situation and determine relevant key performance indicators.
- B.** Get a deep understanding of the desired situation and the client's total revenue.
- C.** Evaluate the complexity of the optimization model and estimate key performance indicators.
- D.** Evaluate the complexity of the optimization model and determine the client's total revenue

**ANSWER: A**