

100% Money Back
Guarantee

Vendor:IBM

Exam Code:P2020-795

Exam Name:IBM Decision Optimization Technical
Mastery Test v2

Version:Demo

QUESTION 1

A retail chain is considering a supply chain management system based on IBM Decision Optimization technology. A discovery workshop has been offered. It is critical that the customer attendees include:

- A. Supply chain planners, management and representatives from IT.
- B. Chief Technology Officer and Chief Operations Officer.
- C. Store managers and merchandisers.
- D. Chief Financial Officer, Chief information Officer and marketing managers.

Correct Answer: B

QUESTION 2

A technical seller has conducted an IBM Decision Optimization Discovery Workshop with a client. Which situation requires further discovery?

- A. The project budget is not yet fixed.
- B. The client has not yet provided data for a proof of concept.
- C. The key stakeholders have not attended the workshop sessions.
- D. The Time To Pay value cannot exactly be determined.

Correct Answer: B

QUESTION 3

A retail organization is looking to develop a supply-chain planning application. They are open to either on-premise or cloud deployment. Which would be the strongest

- A. The prospect prefers to model in OPL.
- B. The proposed model is combinatorially complex.
- C. The source data resides in an Oracle database.
- D. The model only needs to be run once a quarter.

Correct Answer: A

QUESTION 4

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

Correct Answer: A

QUESTION 5

A customer is interested in deploying an optimization solution with IBM Decision Optimization CPLEX Deployment Edition. What should the technical seller inquire about that would allow the IBM team to come up with a sizing recommendation?

- 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 CPLEX at any given time
- C. The amount of time it takes for CPLEX to solve a single optimization request
- D. The number of variables and constraints in the optimization problem

Correct Answer: D

QUESTION 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.

Correct Answer: B

QUESTION 7

A key feature distinguishing IBM Decision Optimization from Predictive Analytics is:

- A. Decision Optimization results are more accurate.
- B. Decision Optimization results provide optimized actionable plans.
- C. Decision Optimization results are easier to implement.

D. Decision Optimization results require less data.

Correct Answer: C

QUESTION 8

Which differentiates IBM Decision Optimization solutions against packaged solutions?

- A. The upfront cost is often significantly lower compared to packaged solutions.
- B. They are easier and faster to install and get up and running.
- C. They offer unique competitive advantage with no custom development required.
- D. They can evolve in the future to address changes in business requirements.

Correct Answer: A

QUESTION 9

A technical seller can identify an IBM Decision Optimization Center (DOC) opportunity versus an IBM CPLEX opportunity when the customer's:

- A. IT team is interested in embedding the engine into a proprietary application.
- B. OR team wishes to link the engine to IBM SPSS Modeler.
- C. Business users want the ability to run what-if analysis and scenario comparisons.
- D. OR team has an existing OPL model and would like to solve it on a single desktop

Correct Answer: C

QUESTION 10

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

Correct Answer: C

QUESTION 11

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

Correct Answer: C

QUESTION 12

A technical seller conducts an IBM Decision Optimization Discovery Workshop with the client. What are desired outcomes of this session?

- A. Obtain financial information in order to estimate Time to Payback and understand the desired situation and the targeted revenue/cost/risk improvements.
- B. Obtain financial information in order to estimate Time to Payback and find out the available budget
- C. Understand compliance regulations of the client and find out the available budget.
- D. Understand compliance regulations of the client and understand the targeted revenue/cost/risk improvements.

Correct Answer: D