Vendor:IBM

Exam Code:P2020-795

Exam Name:IBM Decision Optimization Technical Mastery Test v2

Version: Demo

QUESTION 1

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 2

How do Operations Researchers benefit from the OPL modeling capabilities offered by I6M CPLEX Optimization Studio?

A. IMPROVE MODEL PERFORMANCE

B. PROCESS BIG DATA.

C. DEVELOP MODELS VERY RAPIDLY.

D. REDUCE MEMORY FOOTPRINT

Correct Answer: C

QUESTION 3

While the components of a product demonstration will vary depending upon the requirements of the prospective customer, a best practice for all successful product demonstrations is to:

A. Cover as many features as possible in order to impress the prospect.

B. Lead with a description of the product architecture.

C. Start by describing all input data before showing the solution.

D. Focus on 2-5 key features and summarize their benefits.

Correct Answer: D

QUESTION 4

A large paper manufacturer makes standard and specialty papers. The production process makes batches of long rolls of paper Individual customer orders can be accommodated by cutting the rolls into segments of varying widths. They have requested that IBM develop an optimization solution that improves their operational efficiency. Which is an

appropriate goal to be optimized in this situation?

A. Reduce scrap loss.

B. Verify all customer orders.

C. Estimate set-up times between orders.

D. Design a color pattern for each roll processed.

Correct Answer: A

QUESTION 5

A client invites a technical seller to a meeting in order to discuss a new Sales and 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.

Correct Answer: C

QUESTION 6

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 stronge

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 7

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.

Correct Answer: C

QUESTION 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

Correct Answer: A

QUESTION 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

Correct Answer: D

QUESTION 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.

Correct Answer: A

QUESTION 11

After reviewing IBM Decision Optimization offerings, a customer gets interested in the Decision Optimization Center (DOC) product. The customer\\'s requirement is for a development environment and a multi-user collaborative deployment environment. Which DOC components will the technical seller recommend?

A. DOC Developer Edition, DOC CPLEX Server and DOC Client

B. DOC Developer Edition, DOC Data Server, DOC CPLEX Server and DOC Client

C. DOC Developer Edition and DOC Planner

D. DOC Developer Edition. DOC Data Server, DOC Client

Correct Answer: B

QUESTION 12

A customer is looking for a Sales and Operations Planning (SandOP) solution that allows their business users to make qualitative adjustments to demand plan, create optimized operations plan and perform financial analysis. Which of the following products are best suited for developing such a solution?

A. Cognos TM1 with DOcloud

B. Decision Optimization Center with DOcloud

C. CPLEX Optimization Studio with DOcloud

D. SPSS with DOcloud

Correct Answer: A