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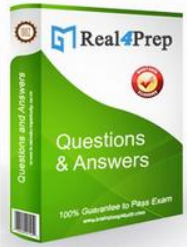
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Exam : **M2040-671**

Title : IBM Notes and Domino
Sales Mastery Test v3

Vendor : IBM

Version : DEMO

NO.1 Which one of the following best describes hybrid deployment for our software customers?

- A. Software deployed both as an on premise solution as well as in the cloud
- B. Utilizing highly energy efficient servers to save customers' electricity costs
- C. Being able to run on a wide variety of operating systems
- D. Backwards compatible databases that run on past versions of our software releases

Answer: A

NO.2 Which one of the following features is NOT new in IBM Notes and Domino 9.0 Social Edition?

- A. A Click on URLs in edit mode
- B. Paste As Plain Text
- C. New shortcut keys like Ctrl+Shift+R for "Reply to All"
- D. Ability to import spreadsheet data into a view

Answer: C

Reference:ftp://ftp.software.ibm.com/software/au/pdf/CCTY_2013_Whats_New_in_IBM_Domino_Notes_and_iNotes_9_Social_Edition.pdf

NO.3 With regards to Notes and Domino licensing, the term CAL refers to:

- A. Code Application Language
- B. Core Activity Linkage
- C. Client Access License
- D. Client Anchor Logic

Answer: C

Reference:<http://www-01.ibm.com/software/lotus/notesanddomino/licensing.html>

NO.4 Embedded experiences is best defined in the Notes client as:

- A. A The capability to attach large files to your emails
- B. The ability to import spreadsheet data into a view
- C. The ability to deploy the Notes client via a hybrid configuration
- D. The ability to view content, as well as respond socially, all in the context of your inbox

Answer: A

NO.5 When speaking of the current state of IBM Notes and Domino momentum, which of the following statement is NOT true?

- A. IBM Notes and Domino still maintains a large percentage of email market share
- B. Notes is dead
- C. IBM Notes and Domino have delivered new features each and every year since 2007
- D. IBM Notes and Domino have over 50,000 customers

Answer: A

NO.6 An active license of Notes and Domino provides instant messaging and presence awareness via IBM Sametime. Which of the following is NOT a known benefit of this powerful capability?

- A. Faster decision-making by getting the answer instantly from a colleague via chat
- B. Increased costs from deploying high network bandwidth chat capability
- C. Improved customer engagement by improved responsiveness

D. Reduced travel costs from online e-meetings instead of face-to-face meetings

Answer: B

NO.7 A Processor Value Unit is linked to:

- A. How much capacity a server can handle due to the number of its processor cores
- B. How much capacity a server can handle due to the amount of RAM the server has installed
- C. The value of a server due to the operating system cost
- D. The value of a server due to the net price of the server hardware

Answer: A

NO.8 Which of the following common phrases that you should be prepared to address are NOT likely to be heard when calling on existing Notes and Domino customers?

- A. I'd like to pay more for software licenses, please.
- B. Didn't IBM just kill Lotus?
- C. I have an old version of Notes and it's working fine.
- D. Notes is too expensive and I don't see the value of it.

Answer: D