

IT 认证电子书



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Exam : 000-M228

**Title : M228 IBM WebSphere Cast
Iron Sales Mastery Test v1**

Version : Demo

- 1.To register an opportunity for Software Value Incentive program, the partner should do what?
- A. Call the IBM sales person s/he knows is already in the account before anything else.
 - B. Have your Company's PartnerWorld program administrator enter the opportunity into the Global Partner Portal.
 - C. Contact your Value Add Distributor.
 - D. All of the above.

Answer: B

- 2.If you need to demonstrate Cast Iron's capabilities to a prospect, you can __.
- A. setup a demo system by purchasing the IBM Value Package which includes the Hypervisor version of Cast Iron (e.g. virtual appliance)
 - B. make a request to your local IBM sales rep for WebSphere Cast Iron assistance
 - C. use IBM's pre-recorded demos on its Website
 - D. All of the above.

Answer: C

- 3.The premium SVI incentive fees are paid for Eligible End Users that IBM designates as general business (GB). How can SVI-approved Business Partners find out if an End User is designated as GB?
- A. Signing onto the Passport Advantage Online tools and following the onscreen instructions to access the Price Quote Order (PQO) tool.
 - B. Contact your Value Add Distributor (VAD)
 - C. Search on IBM.com
 - D. A & B

Answer: A

- 4.What must a Business Partner do to be approved and receive a Software Value Plus Identify and/or Sell fee payment?
- A. Demonstrate active selling engagement with the customer for the IBM products by providing supporting documentation that shows their activities that contributed to the customer's decision.
 - B. Indicate when the opportunity is won and provide supporting documentation to show their influence of the customer's buying decision when they submit their SVI payment request.
 - C. No action needed.
 - D. A & B

Answer: D