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Vendor: IBM

Exam Code: M2070-740

Exam Name: IBM Enterprise Content Management Sales
Mastery Test v3

Version: Demo

QUESTION 1

What is the average cost to mail a paper statement?

- A. 1-3 dollars
- B. 3-6 dollars
- C. 6-9 dollars
- D. 9-12 dollars

Correct Answer: B

QUESTION 2

The following are reasons why access to information is key. Which is not an ICM OOTB capability?

- A. Capture and activation of information in the context of a case
- B. Access to web based news sources
- C. Access to critical content for decisions, as evidence in a case and as a source for deeper insights
- D. Virtually 360-degree view of case information

Correct Answer: B

QUESTION 3

Which common retention schedule gaps are resolved by the IBM Records and Retention Management solution?

- A. Linkage of relevant legal citations to each of the record classes
- B. Efficient management and application of their retention schedules across multiple jurisdictions
- C. Enforce certified records management practices on electronically stored information
- D. All of the above

Correct Answer: B

QUESTION 4

Which of these are solutions available using Watson Content Analytics?

- A. Customer Insight
- B. Crime Analytics
- C. Healthcare
- D. All of the above

Correct Answer: D

QUESTION 5

Which of the following could be classified as ROT Data?

- A. Operational records that need to be retained
- B. Records data hidden in piles of unstructured data
- C. Trivial data that has no value to the company or the user
- D. High-value company information that needs to be identified

Correct Answer: C

QUESTION 6

In Malaysia Bii Maybank eliminated the time it takes to open a new account and dramatically increased customer satisfaction in the process. By how much did Bii Maybank reduce account opening time?

- A. 22 percent

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