

TorrentExam

Input your exam code ...

The passing rate of our valid exam braindumps for most certifications is high up to 99%. A small PDF dumps free is ready to download for new customers to tell if our exam dumps are suitable for their real exam.

All Products

Contact now

Why Choose Us



QUALITY AND VALUE

RealExamFree Practice Exams are written to the highest standards of technical accuracy, using only certified subject matter experts and published authors for development - no all dumps.



TESTED AND APPROVED

We are committed to the process of vendor and third party approvals. We believe professionals and executives alike deserve the confidence of quality coverage these authorizations provide.



EASY TO PASS

If you prepare for the exams using our RealExamFree testing engine, It is easy to succeed for all certifications in the first attempt. You don't have to deal with all dumps or any free torrent / rapidshare all stuff.



TRY BEFORE BUY

RealExamFree offers free demo of each product. You can check out the interface, question quality and usability of our practice exams before you decide to buy.

Customer Reviews



I wasted a lot of money and failed twice. Thanks to HPE0-J78 exam collection I pass now.

Noel



realexamfree is a reliable company. I pass exam at first shot. Many thanks

Julie



Pass BIMF.EN successfully. Really good dumps. It saves me a lot of time. Wonderful!

Ahern



online test engine is very useful for me, because i could practice the C-TERP10-67 question dumps in my phone when i was waiting or on the bus even without internet, i could make the most of my time. Last week, i passed the C-TERP10-67. so i want to share the realexamfree with you guys. hope you will get a good result in test.

Carl

<http://www.torrentexam.com>

Best Exam Bootcamp & Excellent VCE Torrent & Satisfying Dumps Torrent

Exam : M2020-248

Title : IBM Cognos Midmarket
Foundational Sales Mastery Test v1

Vendors : IBM

Version : DEMO

NO.1 Which question will yield the best results when selling IBM Cognos Express to a director of sales

or marketing?

- A. What happens when you do not identify the early warning signs of bottlenecks or problems?
- B. What happens when management is not able to get information they need in a timely manner for decision making or do not have the visibility they need across the multitude of business systems?
- C. When looking at your customers, are you able to determine which of them is likely to be the most profitable, costly, or most satisfied so you can be proactive in managing them?
- D. How many people do you have creating and maintaining reports, and what is the annual cost for supporting your reporting applications?

Answer: B

NO.2 Which IBM Cognos Express module provides a Web-based tool for analysis?

- A. Reporter
- B. Manager
- C. Advisor
- D. Xcelerator

Answer: C

NO.3 Which buying agenda is about turning data into accessible information and delivering the right level to different users?

- A. analysis
- B. reporting
- C. planning
- D. intelligence

Answer: A

NO.4 Which statement is true about restrictions on IBM Cognos Express?

- A. A customer may only purchase one IBM Cognos Express environment.
- B. The maximum number of users is 50 per module, but no more than 100 in the environment.
- C. IBM Cognos Express must be installed on a single Windows host.
- D. A server hosting IBM Cognos Express may have a maximum of 64 cores.

Answer: B

NO.5 Which manager would it be most effective to ask, "Do you have a difficult time meeting the needs

around information requests?" when proposing IBM Cognos Express?

- A. accounting manager
- B. sales manager
- C. IT manager
- D. customer service manager

Answer: C

NO.6 Which question will yield the best results when selling IBM Cognos Express to a director in operations or manufacturing?

- A. What happens when you do not identify the early warning signs of bottlenecks or problems?
- B. What happens when management not able to get information they need in a timely manner for decision-making or do not have the visibility they need across the multitude of business systems?
- C. When looking at your customers, are you able to determine which of them is likely to be the most profitable, costly, or most satisfied so you can be proactive in managing them?
- D. How many people do you have creating and maintaining reports, and what is the annual cost for supporting your reporting applications?

Answer: A

NO.7 Which statement is true about the ideal prospect for IBM Cognos Express?

- A. They are less mature in their business intelligence processes.
- B. They are a small company (<100 employees).
- C. They are an existing Cognos customer
- D. They require more than just the essential reporting, analysis, and planning capabilities.

Answer: A

NO.8 Which statement is true about midmarket companies?

- A. They are less price sensitive
- B. They have fewer IT constraints
- C. They rely less on Microsoft Excel for their business intelligence strategies
- D. They have closer alignment between their IT and business departments

Answer: B

NO.9 An organization currently uses silos of Microsoft Excel spreadsheets for their business analytics processes. They want to enhance the way they use this information to make plans and budgets. Which IBM Cognos Express module best meets their needs?

- A. Reporter
- B. Manager
- C. Advisor
- D. Xcelerator

Answer: D

NO.10 What are the 3 key pillars to the IBM Cognos Express value proposition?

- A. Cognos Express is easy to install, easy to sell, and easy to buy.
- B. Cognos Express is easy to purchase, easy to maintain, and easy to navigate.
- C. Cognos Express is easy to install, easy to use, and easy to buy.
- D. Cognos Express is easy to use, easy to understand, and easy to manage.

Answer: C