



Vendor: IBM

Exam Code: 00M-656

Exam Name: ICS SmartCloud for Social Business Sales
Mastery Test v1

Version: DEMO

QUESTION 1

What is the URL to log into SmartCloud for Social Business?

- A. www.socialcloud.com
- B. www.getsocial.com
- C. www.ibm.connections.com
- D. www.ibmcloud.com/social

Answer: A

QUESTION 2

What are the billing options for SmartCloud for Social Business?

- A. Daily, Per Minute
- B. Monthly, Quarterly, Annually, Upfront
- C. Per User, Per Department
- D. By the number of minutes a user is logged in

Answer: C

QUESTION 3

Which of the following is a potential sales opportunity for SmartCloud for Social Business?

- A. A satisfied Lotus customer.
- B. Lotus customers that have stated intent to move to another collaboration platform.
- C. Whitespace customers who do not currently do business with IBM.
- D. All of the above

Answer: C

QUESTION 4

SmartCloud Engage runs in what type of cloud?

- A. Private cloud
- B. Public cloud
- C. Amazon cloud
- D. All of the above

Answer: B

QUESTION 5

What is the purpose of the tiered pricing for SaaS parts?

- A. To reduce the number of special bids
- B. To provide a discounted price based on committed purchase volumes
- C. To arm sellers with price points that can win business
- D. All of the above

Answer: A