



**Vendor:** IBM

**Exam Code:** M2050-244

**Exam Name:** IBM Optimization Sales Mastery Test v1

**Version:** DEMO

#### QUESTION 1

Which of the following features are NOT provided by ODME?

- A. Data Visualization and editing.
- B. Scenario Management and Collaborative planning.
- C. Out of the box Client/Server Architecture.
- D. Web-enabled client/Thin Client.

**Answer:** D

#### QUESTION 2

Which of the following applications do NOT benefit from Optimization?

- A. Portfolio management
- B. Scheduling advertisements on TV channels
- C. Credit Application processing
- D. Employee management

**Answer:** D

#### QUESTION 3

Which statement does NOT apply to Optimization?

- A. It is the same as business simulation.
- B. It helps companies make choices to reach a target while observing limits and data.
- C. It improves resource utilization (e.g., Capital, equipments, facilities).
- D. It helps companies provide better customer service.

**Answer:** A

**Section:** (none)

#### Explanation:

[http://www.energycentral.com/marketing/pdf/9.14.10\\_IBM\\_WC.pdf](http://www.energycentral.com/marketing/pdf/9.14.10_IBM_WC.pdf)(slide 24)

#### QUESTION 4

Which of the following is NOT a key element in qualifying an IBM ILOG Optimization sales opportunity?

- A. Can the System be Optimized?
- B. Problem can be formulated in nested 'if', 'then', 'else' statements.
- C. Can you understand the relationships between choices and outcomes?
- D. Is data readily available?

**Answer:** A

#### QUESTION 5

Which type of problem is CPLEX NOT well equipped to solve?

- A. Nonlinear Program
- B. Linear Program

- C. Quadratic Program
- D. Integer Program

**Answer:** C

**Explanation:**

<http://homepages.rpi.edu/~mitchj/ampldetails.html> (first sentence)

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