



000-060

(IBM Dynamic Infrastructure Sales Leader)

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Question: 1

An NEDC project is in the final planning stages. Several different teams will be working simultaneously, with critical junctions and timing issues. In order to manage workload with the IBM Virtualization Engine, a customer must have which of the following installed?

- A. Virtualization Engine (VE) Console
- B. EWLM with appropriate Domain Manager software
- C. VIOS for POWER6
- D. RDS

Answer: B

Question: 2

A growing customer is planning to upgrade their z990 to a z10. This requires cable planning to accommodate the connector differences. Which of the following resources should the NEDC Sales Leader recommend to perform this task?

- A. IBM Systems Architect
- B. IBM Customer Engineer
- C. Customer Systems Programmer
- D. Customer Hardware Planner

Answer: B

Question: 3

An international construction company is in the implementation phase of there NEDC project. The implementation team leader meets with you to discuss personality conflicts with one of the key customer departments. Which of the following actions are important for the NEDC sales leader?

- A. Meet with the customer executive sponsor, describe the situation and inform the sponsor the department is placing the NEDC project at risk.
- B. Meet privately with the customer department lead to understand the situation.
- C. The issue now belongs to the implementation team, they must handle the problem.
- D. Review the implementation plan, modify the plan to minimize the impact of the uncooperative department

Answer: B

Question: 4

Infrastructure problems can inhibit a customer ability to innovate. Infrastructure problems can inhibit a customer ability to innovate. Infrastructure problems can be addressed by consolidation. Which of the following infrastructure problems can be addressed by consolidation?

- A. Server storage space
- B. Security breach
- C. Inefficient application
- D. High system utilization

Answer: A

Question: 5

A customer data is growing rapidly. Which of the following addresses the customer's needs?

- A. Higher capacity
- B. Tivoli Storage Manager
- C. Assessment with Tivoli Storage Manager
- D. NEDC Assessment

Answer: C

Question: 6

An Account Executive is interested in better service. An Account Executive who is interested in better service asks for assistance in determining the best method for the NEDC. Which of the following is the best method for the NEDC?

- A. Create a z10 sales plan
- B. Create a z10 sales plan
- C. Create a z10 sales plan
- D. Create a z10 sales plan

Answer: B

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