

Passit4Sure.M2070-740\_37,Q&A

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**M2070-740**

***IBM Enterprise Content Management Sales Mastery***



Finally, I got right questions for this exam and share with you guys. Best Wishes.



These are the most accurate study questions. Just focus on these and sit in your exam.



Got this vce from my friend who passed with 98% , each and every stuff in it. I am sharing with you guys.



All the questions are new one.there is no repetition of any question.



This VCE has a lot of questions where all answers are up-to-date.

**Exam A****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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**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

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**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  
**Section:** (none)  
**Explanation**

**Explanation/Reference:**

#### **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:** A  
**Section:** (none)  
**Explanation**

**Explanation/Reference:**

#### **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  
**Section:** (none)  
**Explanation**

**Explanation/Reference:**

answer is corrected.

#### **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
- B. 33 percent
- C. 41 percent
- D. 60 percent

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 7**

Which of the following best exemplifies how Content Collector achieves IT savings while also fulfilling legal and compliance obligations?

- A. Integration with most common email platforms
- B. Support for virtualized infrastructure
- C. Common infrastructure for archiving email, file, and collaboration servers
- D. Self-service for legal forensics

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 8**

What is one way Case Manager supports dynamic case handling?

- A. Case workers can view and start new tasks for a case "on the fly".
- B. Case workers can close and reopen tasks as often as they want.
- C. Work is routed to case workers based on business rules.
- D. Case workers can create comments on cases, documents, and tasks whenever they need.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 9**

Content Consolidation is best provided by:

- A. IBM Content Manager
- B. IBM Connections Enterprise Content Edition
- C. IBM Content Foundation
- D. None of the above

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 10**

Which programming language is NOT required to use IBM Content Navigator?

- A. JavaScript
- B. HTML5
- C. Pascal
- D. CSS

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 11**

What is Content Manager OnDemand "optimized" for?

- A. Workflows
- B. Content Analytics
- C. Individual documents
- D. Large scale storage of print output

**Correct Answer:** C  
**Section:** (none)  
**Explanation**

**Explanation/Reference:**

#### **QUESTION 12**

Which of the following is a reason that a General Counsel of Litigation might be interested in IBM eDiscovery Management?

- A. Excess, unpredictable and rising legal and eDiscovery costs
- B. Matter "handshakes" between legal and outsourced attorneys
- C. It can cost \$3,500 per custodian to review for eDiscovery
- D. Artificial intelligence can now completely replace the review of collected documents by attorneys

**Correct Answer:** A  
**Section:** (none)  
**Explanation**

**Explanation/Reference:**  
answer is valid.

#### **QUESTION 13**

If a bank eliminates daily courier pickups by scanning documents in the branch, approximately how many US dollars will it save per branch per day?

- A. 3 dollars
- B. 40 dollars
- C. 70 dollars
- D. 120 dollars

**Correct Answer:** C  
**Section:** (none)  
**Explanation**

**Explanation/Reference:**

#### **QUESTION 14**

IBM Content Navigator is commonly referred to as:

- A. An ECM plug-in

- B. The Content Experience Platform
- C. CN8
- D. Caravan

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 15**

How does Case Manager uniquely provide the best solution platform that integrates with ECM?

- A. Case Manager provides special user interfaces to deal with documents
- B. Case Manager is built and based on the industry standard content management API called CMIS.
- C. Case Manager uses the IBM Content Navigator framework
- D. All of the above.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 16**

What is one of the challenges when working with unstructured information?

- A. Centralized information is not available for analysis
- B. Difficulty analyzing and revealing patterns in data
- C. Information governance and security
- D. Hardware maintenance

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 17**

Which of the following is NOT included in the IBM Records and Retention Management solution?

- A. Advanced visualizations and machine learning technology for records classification to help organizations gain insight into data usage, data value, and clean up legacy data
- B. A DoD V5015 Certified Records Management application which supports regulatory compliance for record keeping, automates records capture, records retention and disposition
- C. Statement presentment and report management to generate a fast and significant ROI by reducing print and storage costs
- D. An application to manage the global retention schedule, records taxonomy and legal citation library with auditing support for schedule changes and jurisdictional differences in the retention policy

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 18**

What are the key characteristics of ICM target customers?

- A. Highly regulated industries
- B. Industries where the product is often document: Financial Service. Banking and Insurance
- C. Industries where a lot of responsibility is given to the decisions of individual knowledge workers
- D. All of the above

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 19**

Which is not a "Top of Mind" need for case interested executives?

- A. Effectiveness of core LOB applications
- B. Providing comprehensive visibility into process metrics, spend and customer satisfaction
- C. Increasing IT spending



D. Adhering to regulatory compliance and maintaining proper controls and records

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 20**

What percentage of CIOs is making plans to focus on mobility?

- A. 84%
- B. 50%
- C. 27%
- D. 5%

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 21**

Which IBM bundle comes with Content Navigator?

- A. IBM Content Foundation
- B. IBM Connections Content Manager
- C. IBM Connections Enterprise Content Edition
- D. A & C

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 22**

IBM Case Manager includes key differentiators across the competition including:

- A. Based on an industry leading BRMS (business rules) platform
- B. Rapid time-to-value with template support and a LOB based design environment
- C. Based on an industry leading collaboration platform
- D. All of the above

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### **QUESTION 23**

When talking to a customer to see if Content Manager OnDemand is a good fit, what question should be asked first?

- A. Do your Customer Service Reps (CSRs) need workflow to respond to customers?
- B. How do CSRs access all information necessary to respond to customer questions?
- C. How do CSRs do scanning of documents today?
- D. Do your CSRs need Case Management?

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### **QUESTION 24**

Which of these are common use cases for OnDemand?

- A. Customer Service, eBPP and back office reports
- B. Case Management or Advanced Case Management
- C. Active data, check in - check out
- D. Scanning paper documents to start a workflow

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:****QUESTION 25**

Which is a key benefit of the Legacy Data Cleanup Solution?

- A. Identifies sensitive or toxic content
- B. Archives data according to its value
- C. Maintains a data map of the organization
- D. Is a DoD 5015.2 certified records repository

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:****QUESTION 26**

Which of the following would most likely appeal to the Legal role/staff within an organization?

- A. Analytics
- B. Archiving
- C. Discovery
- D. Disposal

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

answer is modified.

**QUESTION 27**

When looking for a good candidate for Advanced Document Imaging and Branch Automation Solutions, what organization characteristics should you look for?

- A. Large organizations in the paper-intensive industries of banking, insurance, healthcare, government and manufacturing
- B. Widely dispersed organizations that have branches or regional offices where documents are generated or received
- C. Organizations that process, store and distribute paper documents internally and looking to digitize and streamline costs.

D. All of the above

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 28**

Which of these groups are OnDemands major competitors?

- A. CA, Microsoft, SAP
- B. ASG/Mobius, EMC, CA
- C. Oracle, SAS, Apple
- D. EMC, Microsoft, Oracle

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 29**

Which of the following Datacap features help to eliminate expensive, error-prone manual data entry problems associated with document imaging?

- A. Keyword search
- B. Optical character recognition (OCR) and text analytics
- C. Math calculations
- D. All of the above

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 30**

Customers that require Social Tools like blogs and wikis and Back-office ECM solutions also need:

- A. IBM Content Navigator
- B. IBM Connections Enterprise Content Edition
- C. IBM Connections Content Manager
- D. IBM WebSphere Portal

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 31

How does Datacap software assure that a new application has been entirely filled-in?

- A. Datacap verification checks can review that data is populated in all key fields. If missing, it sends an email to branch personnel before the customer has left the branch
- B. Datacap sends the file overseas to a team of verifiers who comb through each application
- C. Datacap rules will not allow a document to be scanned unless it is filled in
- D. Datacap provides a step-by-step guide for the customer to follow when filling in the form

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

up-to-date.

### QUESTION 32

What is IBM's market position in ECM?

- A. Number 1 with 13% market share
- B. Number 2 with 5% market share
- C. Number 3 with 3% market share
- D. Number 4 with 2% market share

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:****QUESTION 33**

Who are the two primary technology decision makers and influencers for Content Manager OnDemand solutions?

- A. Chief Information Officer and IT Director
- B. Chief Customer Officer and CFO
- C. Chief Marketing Officer and Chief Compliance Officer
- D. Chief Credit Officer and Chief Audit Executive

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:****QUESTION 34**

Which of the following is not considered a "top of mind" consideration for implementing Value Based Archiving?

- A. Reducing the risk potential for sharing sensitive, inappropriate, or private information
- B. Finding "smoking gun" emails before they can be used against you
- C. Elimination of redundant, obsolete, and trivial content
- D. Capturing email for compliance and legal purposes

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:****QUESTION 35**

Who are the 5 information stakeholders within an organization represented in the Information Governance Reference Model (IGRM)?

- A. Legal,RIM,IT, Business and Privacy/Security
- B. Legal, IT,Facilities,Business and RIM
- C. Legal,Business,C-Suite, IT and Privacy/Security

D. None of the above

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 36

What are the advantages of offering a single Advanced Imaging solution that combines document capture, workflow, business process and case management, and the repository?

- A. Companies prefer to have fewer vendors for their business technology
- B. Offers complete control over the document lifecycle from the moment it is created through the processing to storage and disposal
- C. Companies who can digitize paper immediately and provide workers controlled access to documents based on permissions and job-role remain compliant with government regulations about the handling of private data
- D. All of the above

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 37

Which of the following increases the cost and complexity of the collection process?

- A. Employees undertaking their own collection process without organizational authorization.
- B. The migration of enterprise data to unsecured personal mobile devices.
- C. Arduous chain-of-custody documentation on diverse data sources, collection methods and rising information volumes.
- D. Intensive post-review computational analysis.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

verified.