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IBM IBM certifications I

000-J02: IBM Sys.i Entry Level Bus.Partners - Sales Mastery Test V1

Practice Exam: 000-J02 Exams

Exam Number/Code: 000-J02

Exam Name: IBM Sys.i Entry Level Bus.Partners - Sales Mastery Test V1

Questions and Answers: 68 Q&As

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Exam : IBM 000-J02

Title : IBM Sys.i Entry Level Bus.Partners - Sales Mastery Test V1

1. A System i5 prospect is starting to look for an ERP solution. What should be the first steps in the selling process?
- A. Discuss their financial commitment to the project and their willingness to grow the project and budget if additional features are cost-justifiable.
 - B. Prepare a preliminary technical solution proposal document with numbers and timeframes for the customer's review.
 - C. Calculate the expected ROI through discussion with the customer to demonstrate value and benefits of proceeding.
 - D. Determine their budget and application requirements, and discuss references of similar solutions that are already operational.

Answer: D

2. A System i sales rep has proposed a System i5 Express solution to a customer. A broker recently presented the alternative of an older iSeries with similar cpw. How should the sales rep initially counter the used/second hand equipment proposal?
- A. Present consultant reports and/or white papers showing System i Total Cost of Ownership benefits.
 - B. Explain that Express models have low-cost upgrade options and that upgrades from the older models have been withdrawn.
 - C. Discuss "hidden costs" of used equipment such as hardware maintenance, software tiers, shipping, SWMA, after-license cost, etc.
 - D. Contact the assigned IBM representative to provide a detailed pricing comparison and, if needed, pursue a special bid.

Answer: C

3. A prospect for System i5 Express is concerned about the strategic direction of the IBM System i product line. IBM's Systems Agenda speaks directly to this point. Which of the following is a characteristic of the IBM Systems Agenda?
- A. IBM commits to virus-resistant systems.
 - B. IBM commits to consistent product announcement schedules.
 - C. IBM commits to flexible, open systems.
 - D. IBM commits to systems that provide the lowest cost of ownership.

Answer: C

4. Which of the following is a benefit of consolidating multiple Linux servers on a System i server instead of on Intel?
- A. Linux is included at no cost in System i Express Edition packages.
 - B. i5/OS applications simplify Linux configuration.
 - C. There are more Linux distribution options on System i.
 - D. Linux on System i optimizes utilization of system resources.

Answer: D

5. Which of the following allows applications or services running in a Linux partition to communicate to an i5/OS partition?

- A. iSCSI
- B. ODBC Connection
- C. High Speed Link
- D. Virtual Ethernet

Answer: D

6. The Hardware Management Console (HMC) is used to do which of the following?

- A. Activate the Accelerator.
- B. Create and change partitions.
- C. Configure a System i Ethernet adapter.
- D. Install and manage an integrated System x adapter.

Answer: B

7. Which feature of i5/OS provides workload management functions to optimize performance and maintain integrity?

- A. i5/OS subsystems
- B. Single Level Storage
- C. IBM Virtualization Engine
- D. Independent Auxiliary Storage Pool (iASP)

Answer: A

8. Which of the following is an advantage of the System i microprocessor design hierarchy?

- A. It protects the applications from hardware technology changes.
- B. It is specifically designed for compute-intensive applications.
- C. It shares resources with multiple, heterogeneous, concurrent systems.
- D. It offloads I/O and communication-intensive tasks from the central processor.

Answer: D

9. Which of the following provides the highest speed connectivity for disk and Virtual Ethernet when attaching an external xSeries?

- A. PCI 2-Line WAN Adapter
- B. PCI-X 1 Gb Ethernet LAN Adapter
- C. PCI-X iSCSI Adapter
- D. PCI-X Fibre Adapter

Answer: C

10. Which of the following System i characteristics most contributes to rapid speed of deployment?

- A. Pre-tested single entity operating system
- B. Preloaded ISV applications
- C. Adherence to industry standards
- D. Simultaneous multithreading

Answer: A

11. Which of the following is an important software function that is new for V5R4?

- A. Switchable IASPs
- B. Virtual tape support
- C. Cross-site mirroring
- D. RAID-5 auxiliary cache

Answer: B

12. Which of the following is a reason to propose an external cable-attached tape drive instead of an internal tape drive?

- A. Needed adapters and the drives themselves are typically less expensive for external tape solutions.
- B. External tape drives allow more capacity per cartridge and/or tape library capabilities.
- C. Customer needs to back up PCs managed by the System i (IXS/IXA/iSCSI), and this can only be done with switchable external drives.
- D. Customer needs to save information on Quarter Inch Cartridge (QIC) media so they can exchange tapes with an older iSeries using that media.

Answer: B

13. Which of the following features of i5/OS has made the System i5 highly resistant to viruses?

- A. Power Hypervisor
- B. Single Level Store
- C. Object-based architecture
- D. Systems Licensed Internal Code (SLIC)

Answer: C

14. An Integrated xSeries Server or Adapter (IXS/IXA) can be used to do which of the following?

- A. Connect a Blade Server to a System i.
- B. Configure a Hardware Management Console (HMC).
- C. Load and run Windows Server 2003 natively on a POWER processor.
- D. Integrate Windows and i5/OS applications using a secure virtual network.

Answer: D

15. Which of the following is the least expensive upgrade option for a customer with System i5 520 Express Entry Plus who wishes to add significant Domino and Linux workloads?

- A. Order Accelerator
- B. Order processor upgrade to 520 Express Turbo
- C. Order processor upgrade to 520 Express Growth
- D. Order two additional DASD and 2GB of main memory

Answer: A

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