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Title : IBM Enterprise Marketing

Management Sales Mastery

Test v1

Version: Demo

- 1. How is the Coremetrics Software as a Service (SaaS) product used in IBM of MM product lineup?
- A. It is used as a deployment model to optimize online marketing.
- B. It is used as a recovery mode to recover from online disasters.
- C. It is used as a replication server to replicate marketing information.
- D. It is used as a tracking product for tracking customer transactions.

Answer: A

- 2. What is the value proposition of the Unica Leads product offering?
- A. To deliver quality leads in a timely manner.
- B. To create new market channels through leads generation.
- C. To offer new product offerings through channel marketing.
- D. To sustain existing channels through demand generation.

Answer: A

- 3. What is one of the main competitors for IBM's EMMoff et ngsi nt he market place?
- A. Teradata
- B. IndustryTrends
- C. OpenAnalytics
- D. NetTrends

Answer: A