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Exam : **000-060**

Title : **IBM NEDC Sales Leader**

Version : **Demo**

1. A significant proportion of energy consumed by IT equipment is outside the data center in the office environment.

Which of the following could a client use to reduce the energy use in the office?

- A. Conclusion of a Zodiac study
- B. Virtual Infrastructure Access (VIA)
- C. Conclusion of an Energy Efficiency study
- D. Virtual Client Solution

Answer: D

2. A successful server consolidation project requires cooperation from several customer groups.

Which of the following roles is most important to successful completion?

- A. Customer IT Architect
- B. Operations Manager
- C. Executive Sponsor
- D. Customer Project Manager

Answer: C

3. It is important to call at the right level for NEDC projects.

Which of the following is the reason to make Business Resiliency sales calls at the senior IT Director, CIO or higher level ?

- A. Operations management only focuses on budget and cost issues and lacks strategic vision
- B. These roles are focused on the overall business risk involved in strategic initiatives
- C. It enables you to discuss the feature/function value of IBM solutions
- D. These individuals will be involved with all follow-on detailed discussions

Answer: B

4. A prospective manufacturing customer is concerned about virtualization and fear managing a virtualized environment.

Which of the following is an answer to this objection?

- A. Use Tivoli Provisioning and Monitoring software

- B.Increase redundancy
- C.Lower TCO
- D.Use WebSphere Process ServerWArrialCourier NewZ

Answer: A

5. A prospect is confused with the multiple pillars (BR, EE, VC, and II) within the NEDC strategy. They are interested in virtualization and consolidation, but are concerned that too many pillars will result in a compromise and a poor solution.

Which of the following is an effective response?

- A.The pillars are interrelated and should be implemented together for maximum benefit
- B.NEDC Innovation Workshop will help them identify which pillars are most critical and create a roadmap for implementation of one or more pillars
- C.NEDC pillars should be implemented one at a time like most applications, combining them as goals makes implementation very difficult
- D.Select the most urgent with the highest ROI. Once a successful track record is established other pillars should be implementedWArrialCourier NewZ

Answer: D