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**Exam** : **M9560-727**

**Title** : Cloud and Smarter  
Infrastructure Cloud & Service  
Management Sales Mastery v  
1

**Vendor** : IBM

**Version** : DEMO

NO.1 How is the IBM APM portfolio changing to meet new market demands?

- A. Extending platform coverage to include new languages, Ruby, Python and PHP
- B. Expanding the architecture to cover new workloads on the Cloud.
- C. Flexible delivery options including on-premise. SaaS and hybrid.
- D. All of the above.

**Answer:** B

NO.2 IBM Netcool Operations Insight includes which of these products?

- A. OMNIbus, Impact and Predictive Insights.
- B. OMNIbus, Impact and Log Analysis.
- C. OMNIbus. Impact. Log Analysis and Predictive Insights.

**Answer:** B

NO.3 IBM's leadership roles in what Open Communities underline the company's ultimate vision?

- A. OpenStack
- B. Tosca
- C. Oasis
- D. All of the above

**Answer:** A

NO.4 Which is the best and most successful model to employ when selling Endpoint and Mobility Management?

- A. The "find and fix" model.
- B. The "land and expand" model.
- C. The "rip and replace" model.

**Answer:** A

Reference:<http://www-01.ibm.com/software/tivoli/unified-endpoint-management/>

NO.5 How does Text Analytics in Log Analysis help users?

- A. Text Analytics provides the ability to apply complex context sensitive grammar
- B. It is used a lot to extract meaningful text from unstructured documentation, and technotes.
- C. All of the above.

**Answer:** C

NO.6 The IBM SmartCloud Analytics portfolio includes which of these three capabilities?

- A. Predict, alert, and search
- B. Search. Watson, and alert
- C. Predict, search, and optimize
- D. Streams. Big Insights and alerts

**Answer:** C

Reference:[http://www-](http://www-01.ibm.com/common/ssi/cgibin/ssialias?infotype=an&subtype=ca&appname=gpateam&supplier=897&letternum=ENUS214048)

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