KillTest

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問題集

Exam : **000-J02**

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

Version : DEMO

1. 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

2. 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

3. 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

4. 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

5. 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

6. 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B. Explain that Express models have low-cost upgrade options and that upgrades from the older models have been withdrawn.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

7. 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

8. 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

9. 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

10. 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