

# M2080-241<sup>Q&As</sup>

IBM Enterprise Marketing Management Sales Mastery Test v1

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#### **QUESTION 1**

What fundamental change is marketing going through with respect to an EMM product solution?

- A. Shared media convergence influences old distribution channels.
- B. Internet no longer applies to how consumersbuy.
- C. Old distribution channels challenges are re-appearing.
- D. Internet continues to transform how consumers buy.

Correct Answer: D

#### **QUESTION 2**

What can an IBM customer do with the Unica EMM solution?

A. Marketers can plan, design, execute, measure, and analyze multi-wave, cross-channel, and highlypersonalized marketing campaigns.

B. Marketers can rationalize marketing costs as associated to ROI value of their marketing campaigns.

C. Marketers can create marketing adware that targets IBM customers automatically from the IBM marketing catalog.

D. Marketers can create a list of select services that SOA application services will interact with in their marketing campaigns.

Correct Answer: A

Reference:http://www.unica.com/products/campaign-management.htm

#### **QUESTION 3**

What is the main objective of the EMM solution for IBM customers?

- A. Power the success of every marketing organization with innovative technology solutions.
- B. Entertain new business prospects by adapting legacy systems.
- C. Increase content flow between IBM products allowing the customer to make IBM product purchase decisions.
- D. Decentralization of content in the marketplace.

Correct Answer: A

#### **QUESTION 4**

What types of customers are using IBM Unica EMM products?



- A. Automotive customers.
- B. Online and bricks-and-mortar retail industry customers.
- C. Oil and gas industry customers.
- D. Heavy industrial customers.
- Correct Answer: B

Reference: http://www.unica.com/customers/case-studies.htm

#### **QUESTION 5**

What is one of the EMM offerings called that allows the customer to understand and prospect behavior across all online channels?

- A. Transformation analytics
- B. Open media performance
- C. Channel performance
- D. Web and digital analytics
- Correct Answer: D

Reference: http://measure.coremetrics.com/corem/getform/reg/wp-driving-value-from-your- multichannel-data

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