



Vendor: IBM

Exam Code: M2170-652

Exam Name: Curam Solutions Sales Mastery Test v1

Version: DEMO

QUESTION 1

The Social Program Management Platform Value Proposition includes:

- A. Enables a rapid, lower-risk implementation by leveraging pre-built and configurable social services elements and business processes
- B. Empowers the business to define and deploy new programs through configuration tools in a runtime environment
- C. Protects current investment and provides flexibility to address new and emerging service delivery trends
- D. All of the above

Answer: B

Explanation:

http://www-01.ibm.com/common/ssi/rep_ca/3/897/ENUS212-243/ENUS212-243.PDF (page 1)

QUESTION 2

Curam is a fully integrated product suite. What types of social programs does Curam support?

- A. Social Security
- B. Free milk program
- C. The space program
- D. None of the above

Answer: A

QUESTION 3

Understanding how the tiers of government operate is critical to successful opportunity identification and prospecting since that understanding allows you to:

- A. Align the payment schedules to the government schedules
- B. Know which is the middle tier so as not to incorrectly promote them to the top and bottom
- C. Know where to send the invoice when Curam solutions are sold
- D. Align Curam solutions directly to the business of the jurisdiction

Answer: D

QUESTION 4

Curam is an important component of IBM's Smarter Cities strategy by providing the solutions for which segment of the Smarter Cities framework:

- A. Infrastructure
- B. Planning and Management
- C. Human
- D. All of the above

Answer: C

Explanation:

<http://www-03.ibm.com/press/us/en/pressrelease/38414.wss> (third paragraph)

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