

Exam : [IBM 000-060](#)

**Title : IBM Dynamic Infrastructure
Sales Leader**

Version : Demo

1. A System x customer tells you they have selected an unlicensed electrician to perform the needed work for their BladeCenter implementation.

Which of the following responses addresses this issue?

- A. Advise the customer the qualifications of the electrician are important, and the local laws may require a different selection.
- B. Tell the customer they must employ licensed contractors to complete this work
- C. Report this situation to the local building permit agency
- D. The customer is solely responsible for their contractors, the NEDC Sales Leader should not respond

Answer: A

2. Technical Subject Matter Experts (SMEs), who were not involved in the Solution Design process, will participate in the pre-sale Solution Assurance Review (SAR).

Which of the following describes their goal?

- A. Will the solution work, is the implementation sound, will it meet customer requirements?
- B. Does the solution provide the customer all current IBM incentives and discounts?
- C. Is the solution compliant with IBM strategy?
- D. Should the solution be implemented using zAAP or zIIP processors to minimize software charges?

Answer: A

3. An NEDC Energy Efficiency prospects server consolidation includes a System z server.

Which of the following pricing models is most appropriate for new application workloads?

- A. MLC
- B. NALC
- C. zIIP processor
- D. zAAP processor

Answer: B

4. An international manufacturing company has completed an NEDC project plan that includes Director for energy efficiency and virtualization of the majority of installed servers. During the final proposal presentation, several of the departments object because they see no benefits from this project.

Which of the following features of IBM Director address this objection?

- A. Predictive Failure Analysis
- B. Management of a heterogeneous environment
- C. Multiple actions from single alert
- D. Provide secure management of a group of systems

Answer: B

5. A large tire distributor has been creating an NEDC plan to virtualize and consolidate their existing distributed HP/UX servers. The NEDC sales team is preparing the final proposal.

Which of the following actions are important for the NEDC Sales Leader?

- A. Meet with the customer executive sponsor to determine the preferred method of acquisition.
- B. Offer the maximum discount on IBM servers, software, and services as this is an important competitive win.
- C. Bring in the implementation team to prepare the final proposal.
- D. Review the results of the sub projects approved by the customer groups and combine them into the proposal

Answer: D

6. A moderate sized regional bank is approximately mid way through deploying a data center project designed to cut energy costs within the data center by 20%. You were awarded the project months ago and genuine friendships have been developed within the teams working on the project because everything has gone very smoothly. The banks key stakeholder assigned to working with you and your team on this project has just excitedly informed you that they have accepted a position as CIO at another bank. Today is the first day of two week notice and the bank has already assigned another employee to take over his responsibilities on this project when they leave.

Which of the following is the NEDC Sales Leaders first reaction to this change?

- A. Call the new employer and ask if you can schedule a meeting with the new CIO coming in a couple of weeks during so you can discuss possible new opportunities there.
- B. Attempt to schedule a meeting with all key stakeholders involved in the project to insure a smooth transition to his replacement assigned by the bank to the project

- C. Schedule a meeting with the bank CFO to offer IBM project management as an additional service and source of revenue
- D. Seek signoff on all completed milestones to ensure smooth payment flow

Answer: B

7. An NEDC project is in the final planning stages. Several different teams will be working simultaneously, with critical junctions and timing issues.

In order to manage workload with the IBM Virtualization Engine, a customer must have which of the following installed?

- A. Virtualization Engine (VE) Console
- B. EWLM with appropriate Domain Manager software
- C. VIOS for POWER6
- D. RDS

Answer: B

8. A regional bank is mid way through deploying an NEDC data center project. One of the non IBM equipment providers informs the customer they have a recent cancellation and will discount their equipment 15% if the customer takes it now instead of six months from now.

Which of the following is the NEDC Sales Leaders first reaction to this change?

- A. Submit an immediate change order requesting 10% additional funds for project management changes.
- B. Review the impact of the schedule change and submit a change order to represent the additional cost.
- C. Request the equipment provider split the discount between the NEDC team and the customer
- D. Review the implementation plan to see if it will result in an early completion bonus for the NEDC team

Answer: B

9. The board of a large regional hospital has just approved awarding you the purchase order for a server and storage virtualization project. You have been working for the last year to develop the solution and had presented the final proposal to the CFO the previous month. The project is to begin within 45 days of receipt of the P O.

Which of the following would be the next logical step?

- A. Review the payment milestones with the customer accounts payable department.
- B. Immediately begin reviewing resumes to hire additional technical staff in order to insure success of the project
- C. Schedule a meeting with the previously defined project manager and technical delivery teams leaders that will be responsible for project
- D. Meet with the customers key decision makers over dinner within the next 30 days to review the implementation plan

Answer: C

10. The NEDC project plan is complete and the implementation team is ready to start. As is typical, some of the customer departments are more supportive than others. The Implementation team leader requests critical background on the customer personnel they will work with in implementation.

Which of the following actions is important as a first step at this stage for the NEDC sales leader?

- A. Host an introductory meeting with the implementation team and relevant customer groups.
- B. Remain an active participant in all meetings until the implementation team is comfortable.
- C. Internal meeting with the implementation team to discuss the observed willingness and capabilities of each customer group.
- D. Meet with the executive sponsor, and the implementation leader to discuss the willingness and capability of each customer group and enjoin the sponsors support

Answer: C