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Exam : 000-S32

Title : IBM System Storage Sales Mastery
Test V2

Vendors : IBM

Version : DEMO

NO.1 What are two appropriate tactics when selling IBM N series products? (Choose two.)

- A. use the NetApp registration process for opportunities
- B. expect that NetApp can outbid N series pricing
- C. once in the door, swap N series for a different IBM product
- D. try to convert NetApp accounts to N series

Answer: A,B

NO.2 Which two capabilities of IBM System Storage can most help a customer improve the efficiency of their

storage? (Choose two.)

- A. storage tiers
- B. virtualization
- C. backup and recovery
- D. cloud delivery

Answer: A,B

NO.3 A customer is looking for the most cost-effective disk solution for an environment requiring mainly

high-throughput, sequential loads. Which type of drives should the sales specialist recommend?

- A. SATA
- B. SAS
- C. Fibre Channel
- D. SSD

Answer: A

NO.4 What is the number one force driving tape storage sales?

- A. business continuity
- B. data archiving
- C. regulatory compliance
- D. data security

Answer: A

NO.5 Which IBM TS3500 feature eliminates the need for a separate server running library sharing software.?

- A. virtual drive mapping
- B. Advanced Library Management System (ALMS)
- C. integrated multi-path architecture

D. high density frames

Answer: C