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**Exam :** 00M-648

**Title :** IBM Rational IT Sales Mastery Test  
v2

**Vendors :** IBM

**Version :** DEMO

NO.1 Which of these challenges exist most often in Software Development and Delivery?

- A. Language, Relational, Geographic
- B. Organizational, Cultural, Systemic
- C. Environmental, Infrastructure, Educational
- D. Geographic, Organizational and Infrastructure

Answer: D

NO.2 Many organizations depend on web-based software to run their business processes, conduct

transactions and deliver increasingly sophisticated services to customers. What is a key way that Rational

AppScan helps organizations better secure those applications.?

- A. It provides a run time monitor of web applications to prevent unwanted intrusions.
- B. It enables organizations to embed application security testing throughout the development life cycle to help increase visibility and control while employing a risk mitigation strategy.
- C. It provides authentication and identification services to ensure that only authorized users can access mission critical applications.
- D. It analyzes network traffic to identify trojan horses, malware, etc.

Answer: B

NO.3 What is a key differentiator of the Rational Deployment Planning and Automation solution compared to competitive offerings?

- A. A focus on continuous integration deployment automation.
- B. Its strategy is to automate logic that the customer has already written.
- C. It relies on integrating a mix of Rational and open-source technologies.
- D. It is a true broad development-to-operations solution.

Answer: A