Exam : 00M-231

Title : IBM Software Subscription &

Support Sales Mastery Test

v1

Version: DEMO

1. What specific renewal data can a Reseller/VAD view when they access Renewals via Passport Advantage Online?

A.All Renewal line items for all clients they have sold licenses or renewals to in the past.

B.Only renewal line items associated with the Reseller/VAD prior year's transactions.

C.All Renewal line items for all clients they have sold licenses to regardless of when the licenses were sold.

D.Their client's entire IBM Software Subscription & Support quote.

Answer: C

2. What day of the month does IBM recommend Resellers/VADs pull their renewal data?

A.1st

B.15th

C.17th

D.The last day.

Answer: C

3. When is your client's Subscription & Support renewal due?

A.30 days before their anniversary date.

B.On or before their anniversary date.

C.45 days before their anniversary date.

D.At any time, there is not a set deadline.

Answer: B

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