

## Quiz

## Quiz [PoX L4]



## Congratulations, you passed!

Your score

**93%** (14 of 15) answered correctly

Passing score

**75%**

Date

**08 Dec 2023**

## Review quiz results

**1 incorrect answers**

Question 8

**What are the seller requirements for the Document of Understanding (DOU)?**

☒ Determining who is in charge of executing the test plan, verification of compatibility, and the exit criteria.



☐ Hardware, software, resources, test plan, exit criteria, and ensure that, if successful, the Proof of Experience (PoX) end in a sale.

☐ Clearly defining success criteria, client verification, test plan, the expected result, and the course of the client's business.

☐ Ensuring the client is kept in the loop, determining who is responsible for executing the test plan, and managing the entire development team.



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## Question 1

You are engaging with a client, and they want to see whether IBM's technology has the technical capabilities that the client needs. At this stage, what type of proof of experience (PoX) should you offer?

- ☒ A proof of value (PoV)
- ☐ A custom demo or workshop
- ☐ An architecture overview
- ☐ A Minimum Viable Product (MVP)
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## Question 2

What is the preferred environment for a proof of experience?

- ☐ On-Premises infrastructure
- ☐ Software as a Service (SaaS) providers
- ☒ Tech Zone
- ☐ IBM Cloud
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## Question 3

You are preparing to give the full disclosure presentation but you think "What if I can't access the demo, or a cloud service goes down?" What is one recommendation from the best practices presentation that you should follow to make sure you can handle this kind of issue?

- ☐ Make sure to bring a team with you. If you or your team know any tricks that can distract the client, one person can entertain the client while the other tries to get the demo working.
- ☐ If you are unable to access the demo, simply tell the client that IBM technology is sometimes unreliable and schedule a second meeting for a later date.
- ☐ Memorize the entire demo so that you are fully prepared for the presentation. Even



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- ☒ Make sure to have another tab or video that you can use to continue the presentation from where you left off. Simply mute the video and talk over it while pausing and playing as necessary.

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#### Question 4

**Before engaging in a Proof of Experience (PoX), what should you first understand about a client's business?**



- ☒ The client's challenges and priorities, their technology landscape, and their organizational structure, including influencers and decision makers.
- ☐ Their current revenue, growth objectives, profit margins, decision makers, risk threshold, need to please their shareholders, and financial autonomy.
- ☐ The client's decision makers and influencers, their current vendors, whether or not they are utilizing Graph QL, and how they are currently utilizing their infrastructure.
- ☐ The previous engagements IBM or business partners have had with this client, the layout of their headquarters, and their internal application documentation.

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#### Question 5

**You are currently in negotiations with a client on what the proof of experience (PoX) will entail. What are your core objectives during these negotiations?**



- ☐ Define objectives and success criteria in such a way that competing vendors are excluded from a potential bid. Eliminating competition will maximize the likelihood of deal progression.
- ☐ Keep the project scope flexible and open so that client feedback can be incorporated and objectives adjusted mid-PoX.
- ☐ Only agree to what you can do with available resources and ensure that only IBM (or business partner) personnel are involved in the PoX scope. Add members of the client team only complicates a PoX.
- ☒ Only agree to what you can do with available resources and what you can successfully deliver to minimize the effort and complexity while showing the differentiating capabilities of the IBM solution.

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- ☐ Use realistic persona-based business scenarios, tell a story, focus on the 'how' of the technology, and use a typical presentation flow.
- ☒ Use realistic persona-based business scenarios, tell a story, show the technology in action, and use a typical presentation flow.
- ☐ Use realistic persona-based business scenarios, jump right into the demo, show the technology in action, and use an eye-catching presentation method.
- ☐ Use generic business scenarios, tell a story, focus on the 'how' of the technology, and use a typical presentation flow.

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#### Question 7

**You are in the planning stage of a proof of experience (PoX), and are creating a Document of Understanding (DOU). What are some of the elements that the DOU should contain?**

- ☐ Assumptions and constraints, expected non-deliverables, success criteria, security, and dependencies.
- ☒ Roles and responsibilities, a general background of the engagement, expected deliverables, and success criteria.
- ☐ Expected deliverables, architecture, environment, activities and milestones to be avoided, and software integrations.
- ☐ Activities and milestones to be performed, a background of the engagement, expected deliverables, and failure criteria.

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#### Question 9

**You have completed the planning stage of the proof of experience (PoX) with a client and are ready to implement it. What are some items that you should already have at this stage of the PoX?**

- ☐ Sample data, log files, reports on queries, a list of any 3rd-party tools that are to be integrated with the PoX, but not the Document of Understanding (DOU).
- ☒ Sample data, log files, documents, test scenarios, query reports, procedure reports, runtime reports, and function reports.
- ☐ A record of each report produced per use case, a client to-do list, sample data, but no use case information.



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- ☐ A list of any third party tools that do not integrate with the PoX and a record of each report produced per use case.
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## Question 10

**You are drafting the document of understanding (DOU) for a proof of experience (PoX). What are some of the client responsibilities that should be outlined in the DOU?**

- ☐ The client should provide feedback on the effectiveness of the solution, they should not provide requirements, and they should allocate hardware resources.
- ☐ The client will need to provide access to their data, they will need to allocate resources to facilitate the PoX, but you don't need to mention evaluating the results of the project.
- ☐ The client will need to provide feedback to the design and functionality of the proposed solution, but they do not have to provide data access for the PoX project.
- ☒ The client will need to provide their requirements in an easy-to-understand way, they should provide feedback throughout the project, and evaluate the results of the project.
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## Question 11

**You are delivering a proof of experience (PoX) on the client's infrastructure and you need to install IBM licensed code. You know you need to acquire a software evaluation license to proceed with the PoX. What request form do you need to use and what license will this grant your client?**

- ☐ Worldwide Distributed Sentinel Epoch Request (WWSE) application form and the International License of Assessment for Evaluation of Programs (ILAEP).
- ☐ Worldwide Product Evaluation Request (WWPER) application form and the International Agreement for Assessment of Programs (IAA).
- ☒ Worldwide Distributed Software Evaluation Request (WWSWEval) application form and the International License Agreement for Evaluation of Programs (ILAE).
- ☐ Worldwide Distributed Software Evocation Request (WWSWEvoc) application form and the International License Agreement for Evocation of Programs (ILAE).
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- ☒ Discuss results first by talking about what the solution was able to achieve and the impact the product had on the problem. Then talk about how the product works.
  - ☐ Focus on keeping the energy high. Use lots of marketing material and flashy graphics. Describe why IBM is amazing but try to keep from going into too much detail about the PoX results.
  - ☐ Bring in as many experts as you can. Make this presentation as informative as possible in regards to the problem, industry, and the solutions out there. Be insightful, not relevant.
  - ☐ Start by talking about the product and how it works. Discuss the sizing, pricing, and sales information. To make an impact, bring up the results at the end of the meeting to close the deal.
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## Question 13

**Why do you want to avoid any "special orders" for a proof of experience (PoX)?**

- ☐ They can require extra resources that will ultimately help the project.
  - ☐ They jeopardize the stability of important client-seller relationships.
  - ☐ They aren't very fun and they might even reduce the overall time commitment of the PoX.
  - ☒ They add to the scope of the PoX and increase the effort, complexity, time, and risk.
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## Question 14

**What should be included in a proof of experience (PoX) disclosure report?**

- ☐ A review of the client's required solution, a list of contact details of everyone who worked on the PoX, a summary of the entire PoX process, why IBM is the best choice for the client, alternative architectures for the solution, and photos of the team that developed the PoX.
- ☐ PoX scope and installation information, a review of why the PoX was implemented, a summary of the proposal process, why IBM is an option for the client, a blueprint for the solution, and no next steps or continuation criteria as those should be provided only if the client agrees to buy the solution.



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for the client, a proposed architecture for the solution, and any next steps that need to be taken to continue developing the solution.

- ☐ PoX scope and installation information, a review of all results obtained while running the PoX, and any next steps that need to be taken to continue developing the solution, but no proposed architecture for the solution as that should be provided only if the client agrees to buy the solution.

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Question 15

**You are at the stage of discussing a proof of experience (PoX) with a client. What is one of the principles of only agreeing to what you can do with available resources when you are discussing the PoX?**

- ☐ Relying on help from other teams throughout IBM, even without a funding commitment.
- ☒ Ensuring that your team has the skills and availability to complete all of the deliverables.
- ☐ Ensuring that your team has the skill to complete some of the deliverables.
- ☐ Committing to things that you cannot do yourself and getting support from IBM client Engineering.

Done



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