Quiz

PoX best practices quiz [watsonx.ai PoX L4]

✅ **Congratulations, you passed!**

Your score	Passing score	Date
100% (10 of 10) answered correctly	**75%**	**09 Dec 2023**

Review quiz results

✅ **10 correct answers**   ⌃

Question 1

Why is it so important to understand a client's experience, impression, and knowledge of generative AI during the Discovery step?

○ In order to better identify and position the most appropriate IBM product to meet a client's need instead of watsonx.ai.

○ To align on the necessary metrics to be gathered which prove the results.

✅ ◉ Even clients who have a lot of AI knowledge may have misconceptions about what generative AI can and cannot do.

○ To determine which foundation model(s) should be shortlisted for the Proof of Experience (PoX).

Question 2

✓ ⦿ Roles and responsibilities, a general background of the engagement, expected deliverables, and success criteria.

○ Assumptions and constraints, expected non-deliverables, success criteria, security, and dependencies.

○ Activities and milestones to be performed, a background of the engagement, expected deliverables, and failure criteria.

○ Expected deliverables, architecture, environment, activities and milestones to be avoided, and software integrations.

Question 3

It is important to show the right capabilities, otherwise the Proof of Experience (PoX) might validate capabilties also provided by lower-cost competitors. In the context of watsonx.ai, which of the following are examples of capabilities to highlight?

○ IBM's vector database, Cloud Pak for Data platform, and Techzone.

○ IBM watsonx.ai's unique combination of supervised and reinforcement learning techniques.

✓ ⦿ IBM's indemnifications policies, ecosystem, and IBM's own models.

○ How watsonx.ai can write and debug computer programs, and translate and summarize text.

Question 4

Before committing to a Proof of Experience (PoX) for watsonx.ai, what are some examples of alternatives that you could offer as an effective demonstration of this product's technology proof points?

○ Prompt-tuning, importing models, and doing this in a custom environment.

○ A workshop focused on third-party integrations, capability-stretching use-cases, and doing this in a custom environment.

✓ ⦿ Showcasing to a client some of the watsonx.ai demo assets on TechZone, a discussion with product management, or a workshop with Client Engineering.

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○ Delivering production-level code, fine-tuning a model's parameters, and showcasing non-IBM applications.

Question 5

What are the preferred environments for a watsonx.ai Proof of Experience?

○ A client system or third party integration

○ Software as a Service (SaaS) and Platform as a Service (PaaS) providers

○ Custom environments or TechZone

✓ ◉ TechZone or IBM Cloud

Question 6

Why do you want to avoid any "science projects" or "moon shots" for a proof of experience (PoX)?

✓ ◉ There is still some mystique around what generative AI is capable of doing, so this approach avoids pushing the boundaries of what generative AI is designed to do.

○ They might reduce the overall time commitment of the PoX.

○ They can require extra resources that will ultimately help the project.

○ They jeopardize the stability of important client-seller relationships.

Question 7

Which of the following cloud services is considered IBM's digital labor platform, and can be easily integrated if a Proof of Experience (PoX) involves workflow?

○ watsonx Workflow

✓ ◉ watsonx Orchestrate

○ watsonx Assistant

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○   Watson Discovery

Question 8

You're planning a Proof of Experience (PoX) with a client. What are some of the responsibilities that the client is expected to provide in the Planning stage of a 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).

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

✓ ◉   Resources (data, environment, expertise), use cases, metrics, and success criteria.

○   A record of each report produced per use case, a client to-do list, sample data, but no use case information.

Question 9

You are discussing a Proof of Experience (PoX) with a client. You told your manager that you are only going to agree to showcase what you can based on the resources you have. What is the core best practice POX principle you are doing with this POX?

○   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.

○   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.

Question 10

What are the two primary reasons that technical sellers require a Document of Understanding (DOU)?

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✅ ⦿ To avoid scope creep and be able to declare that the objectives have been met.

○ To determine who is in charge of executing the test plan and verification of compatibility.

○ To manage the entire development team and align on exit criteria.

Done

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