



# 00M-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### QUESTION 1

Identify the best way in class companies can leverage Supplier Lifecycle Management technologies?

- A. Use a contract clause library
- B. Provide 360 degree, comprehensive supplier visibility
- C. Use classification algorithms to classify invoice spend
- D. Use a catalog to store approved products and services

Correct Answer: A

Reference:<http://www-304.ibm.com/industries/publicsector/fileserv?contentid=243307>

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#### QUESTION 2

For a company seeking to become best in class in terms of strategic supply management, where would Sourcing fall within this journey?

- A. Manage performance
- B. Visibility
- C. Scale and harvest savings opportunities
- D. Business control

Correct Answer: D

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#### QUESTION 3

What is the process the Spend Analysis services team takes upon receiving client data?

- A. Integrate -> Consolidate --> Categorize --> Enrich
- B. Consolidate --> Enrich --> Integrate --> Categorize
- C. Enrich --> Integrate -> Categorize --> Consolidate
- D. Categorize --> Consolidate --> Integrate --> Enrich

Correct Answer: C

Reference:<ftp://ftp.software.ibm.com/software/commerce/emptoris/offers/ZZW03161-USEN-00.pdf>

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#### QUESTION 4



Which of the following is not one of the Sourcing value props?

- A. Increased productivity run more events, faster time to benefit
- B. Accelerate the Sourcing decision process
- C. Generate more savings
- D. 360 degree supplier visibility

Correct Answer: C

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#### QUESTION 5

The Emptoris Sourcing solution is best suited for which types of categories?

- A. Indirect
- B. Direct
- C. Categories that are sourced most frequently
- D. Sourcing works with both indirect and direct categories

Correct Answer: D

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