



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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**QUESTION 1**

Spend Analysis plays a critical role in an Opportunity Assessment (OA) one of Emptoris offerings. Why is this step critical?

- A. The data serves as the foundation for the OA, thus enabling the consultant to understand client spend across multiple dimensions including but not limited to: category/UNSPSC, business unit, time, region, vendor, payment terms.
- B. It enables the consultant to immediately execute Sourcing opportunities based on intuition.
- C. As a contract repository, it provides visibility into the client's existing contracts/language and allows him/her to immediately begin making contract-related process improvement recommendations.
- D. Spend Analysis houses a supplier database thus providing important supplier contact information for the consultant, such as name, phone number, email He/she can pick up the phone and begin negotiating rates on existing contacts.

Correct Answer: A

QUESTION 2

From a point-of-entry perspective, for a procurement organization, Contract Management can be positioned to the prospect as a way to:

- A. Manage a supplier's lifecycle
- B. Gain visibility and control
- C. Pay temporary labor
- D. Track and score suppliers

Correct Answer: A

QUESTION 3

There are many benefits derived from Emptoris Sourcing. Which is not one?

- A. Enforce compliance to standard process
- B. Actively monitor supplier risk
- C. Increase Adoption with RFx Wizards and Templates
- D. Analyze "Non-Price" Factors to award suppliers

Correct Answer: A

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



QUESTION 4

What is an invalid buying scenario?

- A. Qualify and Administer Suppliers?
- B. Monitor and Improve Supplier Performance?
- C. Automate purchase to pay process?
- D. Proactively Manage Supplier Risk?

Correct Answer: B

QUESTION 5

Which types of contracts can be handled in Contract Management?

- A. Buy Side
- B. Sell Side
- C. Healthcare
- D. Both buy and sell side

Correct Answer: D

Reference: http://www01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/8/897/ENUS212-248/index.html&lang=en&request_locale=en(See description, ibm emporis contract management)

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