



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Which of the following is not a competitor to Emptoris in Contract Management?

- A. Selectica
- B. Tangoe
- C. Ariba
- D. Upside

Correct Answer: B

Reference: <http://www.itqlick.com/Products/3448>

QUESTION 2

Which of the following does not contribute to Emptoris's win rate?

- A. Prospect has identified a transformation goal
- B. Scalability
- C. CPO is disengaged
- D. Prospect has experience with our competition

Correct Answer: C

QUESTION 3

Within the Plan to Settle process where does Contract Management fit into the overall process?

- A. Between Spend Analysis and Supplier Sourcing
- B. Before Spend Analysis and after Supplier Sourcing
- C. After Spend Analysis and Supplier Sourcing
- D. Before Supplier Sourcing and before Spend Analysis

Correct Answer: D

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

QUESTION 5

A customer would NOT use Contract Management to become best in class via:

- A. Obligation control
- B. Contract Authoring
- C. Gaining Contract Visibility
- D. Running eAuctions

Correct Answer: D

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