



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Which of the following is a benefit of having Sell Side Contract Management through Emptoris?

- A. Ensure compliance and accelerate time to closure
- B. Automate the supplier qualification process
- C. Streamline the buyer survey process
- D. Gain ability to analyze 100% of spend in one solution

Correct Answer: A

QUESTION 2

Which of the following is not an example of an objective a customer may have for a procurement transformation?

- A. Visibility into opportunities
- B. Build a robust and scalable Sourcing organization
- C. Associate corporate families
- D. Measure business impact

Correct Answer: C

QUESTION 3

From the selection list below, which option best describes why a customer would purchase the Spend Analysis solution?

- A. Manage "at risk" suppliers
- B. Move contracts through faster to win more deals
- C. To bring more spend under management
- D. Guarantee more "on-time" delivery from suppliers

Correct Answer: C

Reference: https://www.google.com/url?sa=t&drct=j&ndq=andesrc=sandsource=webandcd=7andcad=rjaandved=0CFsQFjAGandurl=http%3A%2F%2Fassetsproduction.govstore.service.gov.uk%2FGiii%2520Attachments%2FIBM%2520UNITED%2520KIN%2520LTD%2FBids%2FArchive1%2FIBM_G_Cloud_III%2520V1.1%2FIBM%2520Emptoris%2520Shared%2520Service%2520%2520Service%2520Description%2520v5.3%2520Feb%25202013.docx&ei=Ot9KUoroAo2w4QTrmoHQCAandusg=AFQjCNFhcgaajHtmrSdztzU3QxC-YjzdVwandsig2=x8ujBpRKzM1NC-SRv2ByQg



QUESTION 4

Where does Spend Analysis fit into the Category Compliance Solutions chevron in the Buy segment of Smarter Commerce's Plan to Settle Process?

- A. Step 3
- B. Step 2
- C. Step 1
- D. Step 8

Correct Answer: A

QUESTION 5

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>

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