



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

A customer would NOT use Spend Analysis to:

- A. Find savings opportunities
- B. Negotiate rates with suppliers
- C. Prioritize opportunities into waves
- D. Identify low-hanging fruit

Correct Answer: D

QUESTION 2

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 3

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 4

What is an example of a customer pain point typically heard in Contract Management discussions:

- A. Limited visibility into and control over the process that generates contracts



- B. Poor efficiency when running an Request for Proposal
- C. Spend data not categorized or centralized
- D. Currently using multiple Telco Carriers

Correct Answer: A

QUESTION 5

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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