



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Leading questions to identify pain points includes the following, except?

- A. Do you have any suppliers break your corporate responsibility standards?
- B. Do you know your strongest/weakest performing suppliers?
- C. Do you know if your suppliers are compliant to your regulatory requirements?
- D. What is your spend volume with your suppliers?

Correct Answer: B

QUESTION 2

The full Emptoris suite consists of five products. Which one is not one of them?

- A. Services Procurement
- B. Spend Analysis
- C. Discovery for Buyers
- D. Telecom Expense Management

Correct Answer: C

Reference:<http://en.wikipedia.org/wiki/Emptoris>

QUESTION 3

Spend Analysis delivers visibility to all users across a variety of means. Which is not one of them?

- A. Standard reports
- B. Configurable personalized dashboards
- C. Mine Spend opportunities
- D. Text messages

Correct Answer: C

QUESTION 4

Which of the following options most closely describes the Emptoris Contract Management ability to enable an organization to drive compliance to corporate and regulatory standards?



- A. Manage "at risk" suppliers
- B. Drive a common contract process across the company
- C. Generate high rates of savings on COGS, SGA and Cap Ex
- D. Bring more spend under management

Correct Answer: B

QUESTION 5

Which topic below is not a typical business driver for Supplier Lifecycle Management?

- A. Optimize the Procure-to-Pay- Process
- B. Supply Chain Disruption
- C. Corporate Social Responsibility
- D. Brand Protection

Correct Answer: C

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