



# M2050-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### QUESTION 1

Which of the following does not contribute to Emptoris\' 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

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#### QUESTION 2

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

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#### QUESTION 3

Which of the following does not qualify as a prospect?

- A. Annual budget for software is \$50k
- B. Number of mobile devices is greater than 1,000
- C. Customer is currently considering Ariba, Bravo, CombineNet, Ista
- D. Annual spend with the suppliers is greater than \$400m

Correct Answer: D

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#### QUESTION 4

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

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#### QUESTION 5

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

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