

M2020-620^{Q&As}

IBM Risk Analytics Sales Mastery Test v1

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QUESTION 1

According to the 2012 Gartner Magic Quadrant report for enterprise Governance, Risk and Compliance (GRC) platforms, what is one of the key strengths identified for OpenPages?

- A. Core system ability
- B. Offering Strategy
- C. Vertical / Industry Strategy
- D. Geographic strategy

Correct Answer: C

Reference:http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-andcompliance-platforms-2012_70384698.pdf(see page 5, strengths, last para)

QUESTION 2

What business improvements will the IBM Risk Analytics solution set help a business achieve?

- A. Reduced cost of IT procurement
- B. Mitigation of Credit and Market Losses
- C. Increased efficiency of Algorithmics Trading platform
- D. Improving propensity analysis

Correct Answer: B

Reference:<http://www-01.ibm.com/software/analytics/risk-management/credit-risk-management/>

QUESTION 3

In IBM Risk Analytics, IBM studies show that setting aside additional capital made no impact on businesses in a crisis.

What is it that has been proved to improve business survival in the same crisis scenario?

- A. Additional data to work with
- B. External consulting support
- C. Increased market confident through evidentially better business management
- D. A more dynamic acquisition strategy

Correct Answer: C

QUESTION 4

IBM Risk Analytics is focused on delivering client impact with solutions that address key industry imperatives.

Which industry imperative is addressed in all the financial market segments?

- A. Claims Optimization
- B. Financial and Operational Risk Analytics
- C. Settlement risk
- D. Algorithmic trading

Correct Answer: A

QUESTION 5

Which of the following is a key transformational stage on the path to optimized enterprise risk management?

- A. Reporting layers
- B. Exposure Management
- C. Data Management
- D. Risk Appetite Management

Correct Answer: D

Reference: [https://www-950.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Risk%20Insight%20and%20Financial%20Optimization%20with%20IBM%20Business%20Analytics/\\$file/Risk%20Insight%20and%20Financial%20Optimization%20with%20IBM%20Business%20Analytics.pdf\(4thslide\)](https://www-950.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Risk%20Insight%20and%20Financial%20Optimization%20with%20IBM%20Business%20Analytics/$file/Risk%20Insight%20and%20Financial%20Optimization%20with%20IBM%20Business%20Analytics.pdf(4thslide))

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