

M2020-620^{Q&As}

IBM Risk Analytics Sales Mastery Test v1

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QUESTION 1

What is a key feature of the Algo Strategic Business Planning solution?

- A. Comprehensive views of the bank's risk/return status
- B. Effective taxation calculations
- C. Credit Life Cycle Management
- D. Strategic Market Analysis

Correct Answer: A

Reference: <http://www.bobsguide.com/guide/news/2011/Mar/24/algorithmics-launches-algo-strategic-business-planning.html>(second para)

QUESTION 2

Clients using Smarter Analytics are able to transition data into better business decisions to drive better outcomes.

How does IBM Business Analytics summarize the process to drive better outcomes from data?

- A. Align - Anticipate - Act
- B. Aim - Allow - Authorize
- C. Automate - Animate - Actuate
- D. Anticipate - Automate - Authorize

Correct Answer: A

Reference: https://www-304.ibm.com/connections/blogs/bcde08b8-816c-42a8-aa37-5f1ce02470a9/entry/march_22_2012_11_16_am34?lang=en_us(First three bullets on the page)

QUESTION 3

Which of the following is a Buy-side market segment for IBM Risk Analytics?

- A. Hedge Funds
- B. Banks
- C. Aviation markets
- D. Local Government

Correct Answer: A

QUESTION 4

According to independent studies, what measure has IBM used to validate to the market the value of adopting Smarter Analytics solutions?

- A. That companies increase their volumes of data.
- B. That companies create bigger networks.
- C. That companies out perform their competitors.
- D. That companies are able to tie their performance to the average in their industry.

Correct Answer: C

QUESTION 5

How does IBM describe the scope of the IBM Risk Analytics solution set?

- A. Provides a comprehensive risk management process for each vertical.
- B. Provides effective line of business risk management.
- C. Creates an enterprise risk management framework across the entire IT infrastructure.
- D. Optimizes enterprise risk management through a comprehensive horizontal and vertical risk integration strategy.

Correct Answer: C

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