



M2020-624^{Q&As}

IBM Risk Analytics for Governance Risk and Compliance Sales Mastery
Test v1

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QUESTION 1

Which statement reflects one of the benefits of the IBM OpenPages GRC platform?

- A. OpenPages provides a method to calculate Monte Carlo based calculations to assess risks.
- B. Empowers IT to be the focal point of all decision making activities within the organization.
- C. OpenPages provides static reports which can be used by all.
- D. Empowers decision makers with scalable interactive reporting, decision support, and forecasting tools.

Correct Answer: D

<http://public.dhe.ibm.com/common/ssi/ecm/en/ytd03107usen/YTD03107USEN.PDF> (page 2, see 4th bullet on the page)

QUESTION 2

Which option is not a pain point when selling a Governance, Risk and Compliance solution to the identified buyers?

- A. Line of business managers lack risk data and intelligence to evaluate risk exposure
- B. Lack of a central repository to track risk and control self-assessments
- C. No integrated reporting across risk management activities
- D. Automated system to report risk exposure trends

Correct Answer: D

QUESTION 3

What is one key question to ask your prospects who are evaluating Governance, Risk and Compliance solutions?

- A. How does your organization currently document and report on employee new hire sales training certifications?
- B. How effective are your current sales metrics?
- C. What is your organization currently using to document, test and report on your financial control compliance?
- D. Do you have visibility into your sales pipeline throughout your organization?

Correct Answer: C

QUESTION 4

IBM OpenPages solutions enable customers to manage risk and compliance initiatives across the enterprise. Which one of the following is a feature of the IBM OpenPages GRC Platform?



- A. Optimize business performance
- B. Change customers\' existing methodology
- C. Predictive analytics framework
- D. XBRL reporting

Correct Answer: A

<http://www-01.ibm.com/software/analytics/openpages/> (first para on the page)

QUESTION 5

Which one of the following capabilities is NOT necessary for a fully scalable integrated risk and compliance management solution?

- A. Document management and workflow
- B. Issue remediation, integrated dashboards and dimensional reporting
- C. Disparate systems and reporting
- D. Surveys, assessments and key metrics

Correct Answer: C

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