

# M2020-624<sup>Q&As</sup>

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

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### **QUESTION 1**

There are many competitive differentiators with IBM OpenPages Governance, Risk and Compliance solutions. Which option is not a competitive differentiator?

- A. Fully integrated risk management platform
- B. Flexible, patented metadata-driven object model
- C. Extensive business intelligence and reporting dashboards
- D. Non-configurable object model and reporting engine

Correct Answer: C

#### **QUESTION 2**

What roles are held within an organization by the primary buyers of Governance, Risk and Compliance (GRC) solutions?

- A. IT Managers, Customer Support Managers
- B. Chief Risk Officer (CRO), Chief Compliance Officer (CCO), Chief Information Officer (CIO), Chief Financial Officer (CFO)
- C. Human resource manager
- D. Marketing Director

Correct Answer: B

## **QUESTION 3**

OpenPages GRC can be extended to address other areas of risk and compliance initiatives. What functional areas or processes could buyers benefit from when using the OpenPages GRC Platform?

- A. Vendor risk management, business continuity management
- B. Credit risk, liquidity risk
- C. Human resources, expense reporting
- D. IT governance, marketing campaigns

Correct Answer: D

## **QUESTION 4**

Analyst reports (Gartner and Forrester) have named IBM OpenPages as one of the leaders for enterprise Governance,



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Risk and Compliance platforms. Who are three main competitors who have been identified by the analysts in this space?

- A. BWise, Thomson Reuters, Oracle
- B. Oracle, Microsoft, SAP
- C. SAP, BWise, HP
- D. Oracle, Archer, SAS

Correct Answer: A

http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-complianceplatforms-2012\_70384698.pdf (page 2, see figure 1)

#### **QUESTION 5**

OpenPages PCM is a critical component of implementing an enterprise-wide governance and risk framework. Which benefit can be found within OpenPages PCM?

- A. Provides the compliance team with the ability to view and monitor overall organizational compliance posture in single dimensions.
- B. Provides a static approach to compliance that with standardized procedures and naming conventions.
- C. Delivers static reports that can be used to ensure compliance risks are understood and guarantee that issues are remediated quickly.
- D. Provides the compliance team with the ability to view and monitor overall organizational compliance posture in multiple dimensions.

Correct Answer: D

http://public.dhe.ibm.com/common/ssi/ecm/en/ytd03088usen/YTD03088USEN.PDF (page 2, 3rd row third column of the table)

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