



M2020-624^{Q&As}

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

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QUESTION 1

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 2

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 3

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)



QUESTION 4

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 5

What regulations or areas of regulations would a typical public multinational firm be subject to that can be addressed using the OpenPages GRC framework model?

- A. Employee Privacy (FDIC), Public Health and Safety, Health and Human Services
- B. Privacy (Gramm-Leach-Bliley Act), Industry specific (Basel II), Government (Dodd- Frank Act)
- C. Consumer Credit Protection Act (FDIC), Energy and Utilities Acts
- D. Credit Risk and Regulatory Capital, Counterparty Credit Risk

Correct Answer: B

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