



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

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QUESTION 1

Which of the following statements is a principle of GRC convergence?

- A. Requires collaboration and coordination.
- B. Enables the client to assess risks many times and satisfy few.
- C. Is a natural occurrence in any organization.
- D. Has no impact on the culture or the organisation.

Correct Answer: A

QUESTION 2

GRC solutions assist with overcoming the challenges of managing risk across the organization. What is one of the key capabilities with using a GRC tool to overcome these challenges?

- A. Disparate systems, multiple data marts and spreadsheets
- B. No visibility into risk posture
- C. Centralized, multi-regulatory platform
- D. Integration with social media

Correct Answer: C

QUESTION 3

What does the IBM OpenPages GRC Platform allows organizations to do?

- A. Manage a predictive analytics framework to report to multiple regulators.
- B. Manage XBRL content for Solvency II Pillar 3 requirements.
- C. Manage risk and compliance across multiple regulations, including Basel II and Solvency II.
- D. Manage risk and compliance across multiple regulations, excluding Basel II and Solvency II.

Correct Answer: C

http://www-01.ibm.com/software/analytics/openpages/ (second bullet)

QUESTION 4

The Enterprise Governance, Risk and Compliance (EGRC) platform market derives from the need for entities to improve the oversight of corporate governance. What is one definition of EGRC?



- A. The state or fact of according with or meeting rules and standards.
- B. A risk arising from execution of a company\\'s business functions.

C. The management, measurement, remediation and reporting of controls and risks against objectives in accordance with rules, regulations, standards, policies and business decisions.

D. A set of agreements set by the Basel committee on Bank Supervision, which provides recommendations on banking regulations to capital.

Correct Answer: C

QUESTION 5

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 with in 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)

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