



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

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

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### QUESTION 1

Which indicator should alert you to an OpenPages GRC opportunity?

- A. Collaborate and automated systems defined by line of business managers
- B. Robust reporting and non-redundant risk and controls data collection
- C. Integrated, inexpensive approaches to data collection
- D. Line of business managers lack risk data and reporting intelligence to evaluate risk exposure

Correct Answer: D

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### QUESTION 2

Analyst reports (Gartner and Forrester) have named IBM OpenPages as one of the leaders for enterprise Governance, 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](http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-complianceplatforms-2012_70384698.pdf) (page 2, see figure 1)

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### 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)

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#### QUESTION 4

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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#### QUESTION 5

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

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