



# 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 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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#### QUESTION 2

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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#### QUESTION 3

OpenPages solutions provide the capability to integrate with other IBM analytics products. What IBM analytics tools provide the ability to uncover unexpected patterns, trends and associations from their risk and compliance data?

- A. Websphere, SPSS
- B. Cognos, SPSS
- C. TM1, Tivoli
- D. Lombardi, Cognos

Correct Answer: B

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#### 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

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#### QUESTION 5

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

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