M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Which of the following is not an example of an objective a customer may have for a procurement transformation?

A. Visibility into opportunities

B. Build a robust and scalable Sourcing organization

C. Associate corporate families

D. Measure business impact

Correct Answer: C

QUESTION 2

Which would not be an example of an "early win" category?

A. Travel

B. PC\\'s/computer hardware

C. Office supplies

D. Packaging

Correct Answer: A

QUESTION 3

Which of the following does not qualify as a prospect?

A. Annual budget for software is $50k

B. Number of mobile devices is greater than 1,000

C. Customer is currently considering Ariba, Bravo, CombineNet, lasta

D. Annual spend with the suppliers is greater than $400m

Correct Answer: D

QUESTION 4

Which of the following does not contribute to Emptoris\\' win rate?

A. Prospect has identified a transformation goal

B. Scalability

C. CPO is disengaged

D. Prospect has experience with our competition

Correct Answer: C

QUESTION 5

Which of the following is NOT one of the Contract Management value props?

A. Enterprise scalability, organization templates, fallback clauses, and approvals

B. Gain visibility of global disparate spend data

C. Manage contractual obligations, get timely alerts and auto-generated renewals

D. Single view of searchable contract language with enterprise security control

Correct Answer: B

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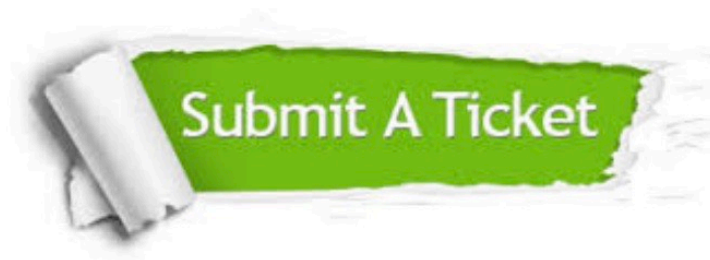
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