



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Spend Analysis plays a critical role in an Opportunity Assessment (OA) one of Emptoris offerings. Why is this step critical?

- A. The data serves as the foundation for the OA, thus enabling the consultant to understand client spend across multiple dimensions including but not limited to: category/UNSPSC, business unit, time, region, vendor, payment terms.
- B. It enables the consultant to immediately execute Sourcing opportunities based on intuition.
- C. As a contract repository, it provides visibility into the client's existing contracts/language and allows him/her to immediately begin making contract-related process improvement recommendations.
- D. Spend Analysis houses a supplier database thus providing important supplier contact information for the consultant, such as name, phone number, email He/she can pick up the phone and begin negotiating rates on existing contacts.

Correct Answer: A

QUESTION 2

Leading questions to identify pain points includes the following, except?

- A. Do you have any suppliers break your corporate responsibility standards?
- B. Do you know your strongest/weakest performing suppliers?
- C. Do you know if your suppliers are compliant to your regulatory requirements?
- D. What is your spend volume with your suppliers?

Correct Answer: B

QUESTION 3

Which of the following is NOT a way to enable risk mitigation and contract compliance?

- A. Search periodically on contracts which are under review
- B. Enforce and track spend against contract
- C. Proactively manage key milestones via alerts
- D. Enforce use of preferred languages and terms via approvals

Correct Answer: C

QUESTION 4

Where does Spend Analysis fit into the Category Compliance Solutions chevron in the Buy segment of Smarter



Commerce's Plan to Settle Process?

- A. Step 3
- B. Step 2
- C. Step 1
- D. Step 8

Correct Answer: A

QUESTION 5

In cases where a prospect has multiple instances of ERP systems, Emptoris's Spend Analysis value proposition most accurately reflects:

- A. Ability to pull these sources together, cleansing the data and providing a single common view of a process.
- B. Provide a document management approach as opposed to a continuous synchronization of the document with the data base
- C. A proven track record of capturing savings in categories such as ingredients, raw materials, assemblies, transportation, IT, facilities.
- D. Segment the supplier base across multiple categories, geographies, and business units to manage performance and evaluate capabilities at a local or global dimension.

Correct Answer: A

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