



# M2050-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### QUESTION 1

From a point-of-entry perspective, for a procurement organization, Contract Management can be positioned to the prospect as a way to:

- A. Manage a supplier's lifecycle
- B. Gain visibility and control
- C. Pay temporary labor
- D. Track and score suppliers

Correct Answer: A

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#### QUESTION 2

There are many benefits derived from Emptoris Sourcing. Which is not one?

- A. Enforce compliance to standard process
- B. Actively monitor supplier risk
- C. Increase Adoption with RFx Wizards and Templates
- D. Analyze "Non-Price" Factors to award suppliers

Correct Answer: A

Reference: <http://www-304.ibm.com/industries/publicsector/fileserv?contentid=243307>

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#### QUESTION 3

What is an invalid buying scenario?

- A. Qualify and Administer Suppliers?
- B. Monitor and Improve Supplier Performance?
- C. Automate purchase to pay process?
- D. Proactively Manage Supplier Risk?

Correct Answer: B

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#### QUESTION 4

Of the following reasons a customer would choose Emptoris, which one does not apply:



- A. Drive compliance to corporate and regulatory standards
- B. Procure-to-pay functionality
- C. Save lots of cash
- D. Manage business risk

Correct Answer: B

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#### QUESTION 5

A customer would NOT use Spend Analysis to:

- A. Find savings opportunities
- B. Negotiate rates with suppliers
- C. Prioritize opportunities into waves
- D. Identify low-hanging fruit

Correct Answer: D

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