



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

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### QUESTION 1

Which of the following options most closely describes the Emptoris Contract Management ability to enable an organization to drive compliance to corporate and regulatory standards?

- A. Manage "at risk" suppliers
- B. Drive a common contract process across the company
- C. Generate high rates of savings on COGS, SGA and Cap Ex
- D. Bring more spend under management

Correct Answer: B

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#### QUESTION 2

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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#### 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, Ista
- D. Annual spend with the suppliers is greater than \$400m

Correct Answer: D

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#### QUESTION 4

The value of an integrated SLM solution includes the following, except?

- A. Visibility



- B. Invoice Automation
- C. Efficiency and Savings
- D. Compliance

Correct Answer: C

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#### QUESTION 5

What is an example of a customer pain point typically heard in Contract Management discussions:

- A. Limited visibility into and control over the process that generates contracts
- B. Poor efficiency when running an Request for Proposal
- C. Spend data not categorized or centralized
- D. Currently using multiple Telco Carriers

Correct Answer: A

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