M2050-653^{Q&As}

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

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

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

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

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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