



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Which is an example of a customer pain point typically heard in Spend Analysis discussions:

- A. Contracts are difficult to locate
- B. Suppliers often unclear on RFX specifications; do not bid on apples-to-apples basis, thus extending the time it takes to award an RFX
- C. Data scattered across multiple ERP systems and independent business units all over the globe
- D. Impossible to track compliance to Services-related pricing agreements

Correct Answer: C

QUESTION 2

Which types of contracts can be handled in Contract Management?

- A. Buy Side
- B. Sell Side
- C. Healthcare
- D. Both buy and sell side

Correct Answer: D

Reference: http://www01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/8/897/ENUS212-248/index.html&lang=en&request_locale=en (See description, ibm emporis contract management)

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

QUESTION 4

Below are example of Emptoris business drivers in the healthcare industry. Which one does not apply?



- A. A New CPO has been chartered by the CEO/COO to drive down operating costs
- B. Successful usage of contract management for managing provider contracts
- C. Pressure to reduce operating and medical costs while maintaining standards of care
- D. Face-to-face channels where the customer interacts directly with agents who are able to communicate with the portal electronically

Correct Answer: C

QUESTION 5

Which topic below is not a typical business driver for Supplier Lifecycle Management?

- A. Optimize the Procure-to-Pay- Process
- B. Supply Chain Disruption
- C. Corporate Social Responsibility
- D. Brand Protection

Correct Answer: C

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