



M2020-620^{Q&As}

IBM Risk Analytics Sales Mastery Test v1

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QUESTION 1

What are two of the key weighted assessment criteria used to assess the industry solution in the Chartis 2011 RiskTech100?study of the top technology companies active in the risk management market?

- A. Market presence and organizational strength
- B. Data handling and processing speed
- C. Organizational strength and data handling
- D. Processing speed and market presence

Correct Answer: A

Reference:http://chartis-research.com/files/RiskTech100-2011-FullReport_RR1120.pdf(page 6, see success factors)

QUESTION 2

Which Risk Analytics solution focuses on helping companies deliver Governance, Risk and Compliance (GRC)?

- A. Algo Liquidity
- B. OpenPages
- C. Algo Financial Modeler
- D. Algo One

Correct Answer: B

Reference:<http://www-01.ibm.com/software/analytics/rte/an/risk-compliance/index.html>(read the entire page)

QUESTION 3

To help companies understand their progress on a Smarter Analytics maturity model, IBM helps companies access their Analytics Quotient (AQ).

What is one aspect of a client's business that is scored to measure a company's AQ maturity?

- A. The level of Risk they Measure in their business
- B. The volume of data they process
- C. The number of nodes used to process data
- D. The ability to anticipate future events and results

Correct Answer: A



QUESTION 4

Based on feedback from IBM clients on the shifting landscape, which of the following is a spending priority?

- A. Accelerate risk management while meeting regulatory requirements.
- B. Reduce the cost of new systems acquisitions.
- C. Increase appointment of Risk Management head count.
- D. Improve Algorithmic trading platforms.

Correct Answer: C

Reference: [http://www.ibmbigdatahub.com/blog/analytics-banking-services\(risk analytics, first para\)](http://www.ibmbigdatahub.com/blog/analytics-banking-services(risk%20analytics,%20first%20para))

QUESTION 5

How does IBM describe the scope of the IBM Risk Analytics solution set?

- A. Provides a comprehensive risk management process for each vertical.
- B. Provides effective line of business risk management.
- C. Creates an enterprise risk management framework across the entire IT infrastructure.
- D. Optimizes enterprise risk management through a comprehensive horizontal and vertical risk integration strategy.

Correct Answer: C

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