



M2020-620^{Q&As}

IBM Risk Analytics Sales Mastery Test v1

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QUESTION 1

According to the 2012 Gartner Magic Quadrant report for enterprise Governance, Risk and Compliance (GRC) platforms, what is one of the key strengths identified for OpenPages?

- A. Core system ability
- B. Offering Strategy
- C. Vertical / Industry Strategy
- D. Geographic strategy

Correct Answer: C

Reference: http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-andcompliance-platforms-2012_70384698.pdf(see page 5, strengths, last para)

QUESTION 2

Which one of the following is a business process that the IBM Risk Analytics portfolio is focused on improving?

- A. Deploying predictive maintenance capabilities
- B. Reducing customer churn
- C. Reducing the cost of compliance
- D. Improving propensity analysis

Correct Answer: C

Reference: <http://www-03.ibm.com/software/products/us/en/category/SWQ40>(4th bullet)

QUESTION 3

Which legislative driver is not covered by a solution in the IBM Risk Analytics solution set?

- A. Dodd Frank
- B. Sarbanes Oxley
- C. Solvency II
- D. Data Protection Act

Correct Answer: D



QUESTION 4

Which of the following is a Buy-side market segment for IBM Risk Analytics?

- A. Hedge Funds
- B. Banks
- C. Aviation markets
- D. Local Government

Correct Answer: A

QUESTION 5

Which of the following is a key transformational stage on the path to optimized enterprise risk management?

- A. Reporting layers
- B. Exposure Management
- C. Data Management
- D. Risk Appetite Management

Correct Answer: D

Reference: [https://www-950.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Risk%20Insight%20and%20Financial%20Optimization%20with%20IBM%20Business%20Analytics/\\$file/Risk%20Insight%20and%20Financial%20Optimization%20with%20IBM%20Business%20Analytics.pdf\(4thslide\)](https://www-950.ibm.com/events/wwe/grp/grp004.nsf/vLookupPDFs/Risk%20Insight%20and%20Financial%20Optimization%20with%20IBM%20Business%20Analytics/$file/Risk%20Insight%20and%20Financial%20Optimization%20with%20IBM%20Business%20Analytics.pdf(4thslide))

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