



M2020-620^{Q&As}

IBM Risk Analytics Sales Mastery Test v1

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QUESTION 1

To create better business outcomes, Smarter Analytics helps companies turn data into information and information into _____?

- A. Intellect
- B. Intelligence
- C. Insight
- D. Interest

Correct Answer: C

Reference: <http://public.dhe.ibm.com/common/ssi/ecm/en/ytm03006usen/YTM03006USEN.PDF> (p age 3, first para, first sentence)

QUESTION 2

IBM Risk Analytics is focused on delivering client impact with solutions that address key industry imperatives.

Which industry imperative is addressed in all the financial market segments?

- A. Claims Optimization
- B. Financial and Operational Risk Analytics
- C. Settlement risk
- D. Algorithmic trading

Correct Answer: A

QUESTION 3

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 4

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

QUESTION 5

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)

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