



M2020-620^{Q&As}

IBM Risk Analytics Sales Mastery Test v1

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QUESTION 1

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/www/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/www/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))

QUESTION 2

Which one of the following risk types can the Algorithmics Risk Analytics solution set help measure, manage and mitigate?

- A. Liquidity Risk
- B. Information Security Risk
- C. Operational Risk
- D. Systems Risk

Correct Answer: A

Reference: [http://www-01.ibm.com/software/analytics/algorithmics/\(first para\)](http://www-01.ibm.com/software/analytics/algorithmics/(first para))

QUESTION 3

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 4

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 5

What is one of the key benefits that IBM Risk Analytics focuses on delivering to meet the identified industry imperatives?

- A. Improved customer life cycle management
- B. End to end process improvement
- C. Increased customer profitability
- D. Risk aware business processes

Correct Answer: D

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