



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

According to the IBM Financial Markets Framework, name a key area of financial enterprise that IBM can now provide a solution for, with its acquisition of the Algorithmics solution set?

- A. Algorithmic Trading
- B. Operational Risk and Compliance
- C. Next Generation Trading Infrastructure
- D. CVA and Hedging Optimization

Correct Answer: A

Reference: <http://public.dhe.ibm.com/common/ssi/ecm/en/fab03002usen/FAB03002USEN.PDF>(page 4)

QUESTION 3

How does IBM describe the benefits of horizontal integration?

- A. Better integration of data elements cross the business
- B. Elimination of silos and enablement of a comprehensive view of risks
- C. Better granularity of risk measures in the middle office
- D. Improvements of measure of credit risk from front to back of the enterprise

Correct Answer: A

Reference: http://www.ibm.com/investor/events/investor0512/presentation/04_Enterprise_Productivity.pdf (slide 6and7)



QUESTION 4

Which Risk Analytics solution set focuses on helping companies deliver solutions for actuaries to be able to analyze insurance risk?

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

Correct Answer: D

Reference: <http://www-01.ibm.com/software/analytics/algorithmics/actuarial-modeling/index.html>(first bullet)

QUESTION 5

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

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