



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Which would not be an example of an "early win" category?

- A. Travel
- B. PC\\'s/computer hardware
- C. Office supplies
- D. Packaging

Correct Answer: A

QUESTION 2

From a point-of-entry perspective, for a procurement organization, Contract Management can be positioned to the prospect as a way to:

- A. Manage a supplier\\'s lifecycle
- B. Gain visibility and control
- C. Pay temporary labor
- D. Track and score suppliers

Correct Answer: A

QUESTION 3

Below are example of Emptoris business drivers in the healthcare industry. Which one does not apply?

- A. A New CPO has been chartered by the CEO/COO to drive down operating costs
- B. Successful usage of contract management for managing provider contracts
- C. Pressure to reduce operating and medical costs while maintaining standards of care
- D. Face-to-face channels where the customer interacts directly with agents who are able to communicate with the portal electronically

Correct Answer: C

QUESTION 4

What is an invalid buying scenario?

- A. Qualify and Administer Suppliers?



- B. Monitor and Improve Supplier Performance?
- C. Automate purchase to pay process?
- D. Proactively Manage Supplier Risk?

Correct Answer: B

QUESTION 5

Leading questions to identify pain points includes the following, except?

- A. Do you have any suppliers break your corporate responsibility standards?
- B. Do you know your strongest/weakest performing suppliers?
- C. Do you know if your suppliers are compliant to your regulatory requirements?
- D. What is your spend volume with your suppliers?

Correct Answer: B

QUESTION 6

The Emptoris Sourcing solution is best suited for which types of categories?

- A. Indirect
- B. Direct
- C. Categories that are sourced most frequently
- D. Sourcing works with both indirect and direct categories

Correct Answer: D

QUESTION 7

Which of the following is a benefit of having Sell Side Contract Management through Emptoris?

- A. Ensure compliance and accelerate time to closure
- B. Automate the supplier qualification process
- C. Streamline the buyer survey process
- D. Gain ability to analyze 100% of spend in one solution

Correct Answer: A



QUESTION 8

Which of the following is not a competitor to Emptoris in Contract Management?

- A. Selectica
- B. Tangoe
- C. Ariba
- D. Upside

Correct Answer: B

Reference: <http://www.itqlick.com/Products/3448>

QUESTION 9

Which is not a valid up-selling scenario?

- A. After knowing the capability profile of suppliers (Qualification) and their performance track records (Evaluation) classification module can increase value by showing and analyzing the execution of the procurement strategy
- B. After identifying weaknesses of existing important suppliers, the supplier development module can add value through an increase of suppliers performance
- C. After knowing the top suppliers (capabilities, performance, strategy, risk profile etc.) for a category there is additional value by using them for the long list-generation of an e-sourcing event
- D. Connect all on-boarded potential suppliers to the Sterling Integration Solutions to automate business processes between potential suppliers and our customer

Correct Answer: D

QUESTION 10

Which of the following is NOT a way to enable risk mitigation and contract compliance?

- A. Search periodically on contracts which are under review
- B. Enforce and track spend against contract
- C. Proactively manage key milestones via alerts
- D. Enforce use of preferred languages and terms via approvals

Correct Answer: C

QUESTION 11

Which of the following is not one of the Sourcing value props?



- A. Increased productivity run more events, faster time to benefit
- B. Accelerate the Sourcing decision process
- C. Generate more savings
- D. 360 degree supplier visibility

Correct Answer: C

QUESTION 12

Spend Analysis plays a critical role in an Opportunity Assessment (OA) one of Emptoris offerings. Why is this step critical?

- A. The data serves as the foundation for the OA, thus enabling the consultant to understand client spend across multiple dimensions including but not limited to: category/UNSPSC, business unit, time, region, vendor, payment terms.
- B. It enables the consultant to immediately execute Sourcing opportunities based on intuition.
- C. As a contract repository, it provides visibility into the client's existing contracts/language and allows him/her to immediately begin making contract-related process improvement recommendations.
- D. Spend Analysis houses a supplier database thus providing important supplier contact information for the consultant, such as name, phone number, email He/she can pick up the phone and begin negotiating rates on existing contacts.

Correct Answer: A

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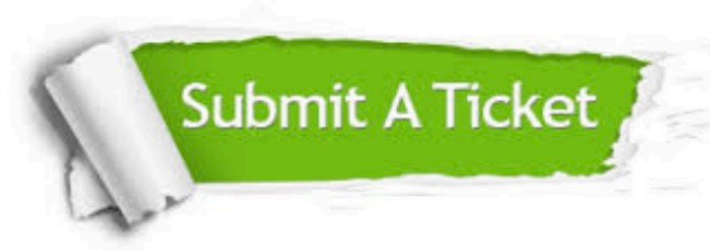
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