



M2020-624^{Q&As}

IBM Risk Analytics for Governance Risk and Compliance Sales Mastery
Test v1

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QUESTION 1

What is one of the most common issues to listen for from a client who would benefit from deploying IBM OpenPages GRC solution?

- A. The client is looking for an advanced calculation engine to calculate capital and market values.
- B. The organization is designed around a soloed approach, resulting in redundant data collection and an expensive model to maintain.
- C. Business users would like to be more proactive and look for trends in the business using predictive analytics.
- D. Report users require a XBRL format report to present to regulators.

Correct Answer: C

QUESTION 2

Analyst reports (Gartner and Forrester) have named IBM OpenPages as one of the leaders for enterprise Governance, Risk and Compliance platforms. Who are three main competitors who have been identified by the analysts in this space?

- A. BWISE, Thomson Reuters, Oracle
- B. Oracle, Microsoft, SAP
- C. SAP, BWISE, HP
- D. Oracle, Archer, SAS

Correct Answer: A

http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-complianceplatforms-2012_70384698.pdf (page 2, see figure 1)

QUESTION 3

What is one key question to ask your prospects who are evaluating Governance, Risk and Compliance solutions?

- A. How does your organization currently document and report on employee new hire sales training certifications?
- B. How effective are your current sales metrics?
- C. What is your organization currently using to document, test and report on your financial control compliance?
- D. Do you have visibility into your sales pipeline throughout your organization?

Correct Answer: C



QUESTION 4

There are many competitive differentiators with IBM OpenPages Governance, Risk and Compliance solutions. Which option is not a competitive differentiator?

- A. Fully integrated risk management platform
- B. Flexible, patented metadata-driven object model
- C. Extensive business intelligence and reporting dashboards
- D. Non-configurable object model and reporting engine

Correct Answer: C

QUESTION 5

Which statement reflects one of the benefits of the IBM OpenPages GRC platform?

- A. OpenPages provides a method to calculate Monte Carlo based calculations to assess risks.
- B. Empowers IT to be the focal point of all decision making activities with in the organization.
- C. OpenPages provides static reports which can be used by all.
- D. Empowers decision makers with scalable interactive reporting, decision support, and forecasting tools.

Correct Answer: D

<http://public.dhe.ibm.com/common/ssi/ecm/en/ytd03107usen/YTD03107USEN.PDF> (page 2, see 4th bullet on the page)

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