



M2020-624^{Q&As}

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

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QUESTION 1

The Enterprise Governance, Risk and Compliance (EGRC) platform market derives from the need for entities to improve the oversight of corporate governance. What is one definition of EGRC?

- A. The state or fact of according with or meeting rules and standards.
- B. A risk arising from execution of a company's business functions.
- C. The management, measurement, remediation and reporting of controls and risks against objectives in accordance with rules, regulations, standards, policies and business decisions.
- D. A set of agreements set by the Basel committee on Bank Supervision, which provides recommendations on banking regulations to capital.

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

OpenPages GRC can be extended to address other areas of risk and compliance initiatives. What functional areas or processes could buyers benefit from when using the OpenPages GRC Platform?

- A. Vendor risk management, business continuity management
- B. Credit risk, liquidity risk
- C. Human resources, expense reporting
- D. IT governance, marketing campaigns

Correct Answer: D



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

What roles are held within an organization by the primary buyers of Governance, Risk and Compliance (GRC) solutions?

- A. IT Managers, Customer Support Managers
- B. Chief Risk Officer (CRO), Chief Compliance Officer (CCO), Chief Information Officer (CIO), Chief Financial Officer (CFO)
- C. Human resource manager
- D. Marketing Director

Correct Answer: B

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