



# M2020-624<sup>Q&As</sup>

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

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#### QUESTION 1

What are the key trends that drive Governance, Risk and Compliance initiatives?

- A. Regulatory oversights and risk quantification
- B. Lack of visibility into risk exposure
- C. Decreasing governance demands
- D. Soloed risk and compliance initiatives

Correct Answer: D

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#### QUESTION 2

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

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#### QUESTION 3

What is one benefit for maintaining a centralized library of laws, regulations, and best practices?

- A. Harmonized compliance programs for departments and focus areas to promote a standardized and efficient compliance approach
- B. Unstructured documentation and remediation of regulatory requirements
- C. Non-standard compliance for all regulations to deliver a holistic understanding of all compliance risks
- D. De-centralized repository for managing and synchronizing governance with multiple regulations

Correct Answer: A

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#### QUESTION 4

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

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#### QUESTION 5

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

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