



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

A customer would NOT use Spend Analysis to:

- A. Find savings opportunities
- B. Negotiate rates with suppliers
- C. Prioritize opportunities into waves
- D. Identify low-hanging fruit

Correct Answer: D

QUESTION 2

Which of the following does not qualify as a prospect?

- A. Annual budget for software is \$50k
- B. Number of mobile devices is greater than 1,000
- C. Customer is currently considering Ariba, Bravo, CombineNet, Ista
- D. Annual spend with the suppliers is greater than \$400m

Correct Answer: D

QUESTION 3

A customer would NOT use Contract Management to become best in class via:

- A. Obligation control
- B. Contract Authoring
- C. Gaining Contract Visibility
- D. Running eAuctions

Correct Answer: D

QUESTION 4

Identify the best way in class companies can leverage Supplier Lifecycle Management technologies?

- A. Use a contract clause library
- B. Provide 360 degree, comprehensive supplier visibility



- C. Use classification algorithms to classify invoice spend
- D. Use a catalog to store approved products and services

Correct Answer: A

Reference: <http://www-304.ibm.com/industries/publicsector/fileservice?contentid=243307>

QUESTION 5

Which option provides the best success against an ERP vendor?

- A. Provide a more competitive price
- B. Focus on product capabilities, comprehensiveness of solution and integration to broader Strategic Supply Management capabilities
- C. Position global capabilities
- D. Position company viability

Correct Answer: C

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