M2050-653 Q&As

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

From a point-of-entry perspective, Spend Analysis can be positioned to the prospect as:

A. A document management approach

B. Ability to manage all of the rate variability and work completion tracking

C. A way to give them some spend visibility and provide the basis for proving the value of procurement

D. Capture savings fast

Correct Answer: D

QUESTION 2

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

QUESTION 3

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 4

Which of the following is NOT a way to gain contract efficiency via Contract Management?

A. Automated routing of approvals

B. Streamline authoring with wizards and templates

C. Increase productivity via mass operations and bulk loading capabilities

D. Hire more staff

Correct Answer: D

QUESTION 5

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

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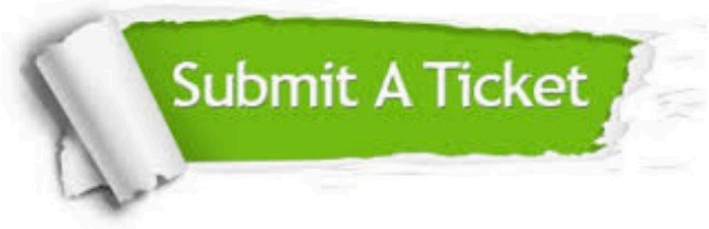

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