



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

How would you not compete against a best of breed vendor?

- A. Show product differences?
- B. Position global capabilities?
- C. Position integrated to broader Strategic Supply Management capabilities
- D. Position company viability

Correct Answer: D

QUESTION 2

Which of the following is NOT one of the Contract Management value props?

- A. Enterprise scalability, organization templates, fallback clauses, and approvals
- B. Gain visibility of global disparate spend data
- C. Manage contractual obligations, get timely alerts and auto-generated renewals
- D. Single view of searchable contract language with enterprise security control

Correct Answer: B

QUESTION 3

What is an example of a customer pain point typically heard in Contract Management discussions:

- A. Limited visibility into and control over the process that generates contracts
- B. Poor efficiency when running an Request for Proposal
- C. Spend data not categorized or centralized
- D. Currently using multiple Telco Carriers

Correct Answer: A

QUESTION 4

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 5

Which of the following is not an example of an objective a customer may have for a procurement transformation?

- A. Visibility into opportunities
- B. Build a robust and scalable Sourcing organization
- C. Associate corporate families
- D. Measure business impact

Correct Answer: C

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