



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

What is an invalid buying scenario?

- A. Qualify and Administer Suppliers?
- B. Monitor and Improve Supplier Performance?
- C. Automate purchase to pay process?
- D. Proactively Manage Supplier Risk?

Correct Answer: B

QUESTION 2

Leading questions to identify pain points includes the following, except?

- A. Do you have any suppliers break your corporate responsibility standards?
- B. Do you know your strongest/weakest performing suppliers?
- C. Do you know if your suppliers are compliant to your regulatory requirements?
- D. What is your spend volume with your suppliers?

Correct Answer: B

QUESTION 3

Which of the following is not a competitor to Emptoris in Contract Management?

- A. Selectica
- B. Tangoe
- C. Ariba
- D. Upside

Correct Answer: B

Reference: <http://www.itqlick.com/Products/3448>

QUESTION 4

There are many benefits derived from Emptoris Sourcing. Which is not one?

- A. Enforce compliance to standard process



- B. Actively monitor supplier risk
- C. Increase Adoption with RFx Wizards and Templates
- D. Analyze "Non-Price" Factors to award suppliers

Correct Answer: A

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

QUESTION 5

Spend Analysis delivers visibility to all users across a variety of means. Which is not one of them?

- A. Standard reports
- B. Configurable personalized dashboards
- C. Mine Spend opportunities
- D. Text messages

Correct Answer: C

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