



# M2020-620<sup>Q&As</sup>

IBM Risk Analytics Sales Mastery Test v1

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### QUESTION 1

IBM Risk Analytics is focused on delivering client impact with solutions that address key industry imperatives.

Which industry imperative is addressed in all the financial market segments?

- A. Claims Optimization
- B. Financial and Operational Risk Analytics
- C. Settlement risk
- D. Algorithmic trading

Correct Answer: A

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### QUESTION 2

According to the 2012 Gartner Magic Quadrant report for enterprise Governance, Risk and Compliance (GRC) platforms, what is one of the key strengths identified for OpenPages?

- A. Core system ability
- B. Offering Strategy
- C. Vertical / Industry Strategy
- D. Geographic strategy

Correct Answer: C

Reference: [http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-andcompliance-platforms-2012\\_70384698.pdf](http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-andcompliance-platforms-2012_70384698.pdf)(see page 5, strengths, last para)

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### QUESTION 3

Which of the following is a Buy-side market segment for IBM Risk Analytics?

- A. Hedge Funds
- B. Banks
- C. Aviation markets
- D. Local Government

Correct Answer: A



#### QUESTION 4

In IBM Risk Analytics, IBM studies show that setting aside additional capital made no impact on businesses in a crisis.

What is it that has been proved to improve business survival in the same crisis scenario?

- A. Additional data to work with
- B. External consulting support
- C. Increased market confident through evidentially better business management
- D. A more dynamic acquisition strategy

Correct Answer: C

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#### QUESTION 5

What is one of the key benefits that IBM Risk Analytics focuses on delivering to meet the identified industry imperatives?

- A. Improved customer life cycle management
- B. End to end process improvement
- C. Increased customer profitability
- D. Risk aware business processes

Correct Answer: D

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