



# 00M-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### QUESTION 1

What is the process the Spend Analysis services team takes upon receiving client data?

- A. Integrate -> Consolidate --> Categorize --> Enrich
- B. Consolidate --> Enrich --> Integrate --> Categorize
- C. Enrich --> Integrate -> Categorize --> Consolidate
- D. Categorize --> Consolidate --> Integrate --> Enrich

Correct Answer: C

Reference:<ftp://ftp.software.ibm.com/software/commerce/emptoris/offers/ZZW03161-USEN-00.pdf>

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#### QUESTION 2

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

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#### QUESTION 3

Which of the following is not one of the Spend Analysis value props?

- A. Automate consolidation, enrichment and visibility of global disparate spend data
- B. Facilitate supplier development monitoring progress toward goals
- C. Identify unrealized savings, off-contract spend and help prevent savings leakage
- D. Bring spend under management

Correct Answer: B

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#### QUESTION 4

Which of the following does not contribute to Emptoris\' win rate?

- A. Prospect has identified a transformation goal



- B. Scalability
- C. CPO is disengaged
- D. Prospect has experience with our competition

Correct Answer: C

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#### 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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