



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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**QUESTION 1**

Within the Plan to Settle process where does Contract Management fit into the overall process?

- A. Between Spend Analysis and Supplier Sourcing
- B. Before Spend Analysis and after Supplier Sourcing
- C. After Spend Analysis and Supplier Sourcing
- D. Before Supplier Sourcing and before Spend Analysis

Correct Answer: D

QUESTION 2

Which types of contracts can be handled in Contract Management?

- A. Buy Side
- B. Sell Side
- C. Healthcare
- D. Both buy and sell side

Correct Answer: D

Reference: http://www01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/8/897/ENUS212-248/index.html&lang=en&andrequest_locale=en(See description, ibm emporis contract management)

QUESTION 3

The value of an integrated SLM solution includes the following, except?

- A. Visibility
- B. Invoice Automation
- C. Efficiency and Savings
- D. Compliance

Correct Answer: C

QUESTION 4

In cases where a prospect has multiple instances of ERP systems, Emptoris\ Spend Analysis value proposition most accurately reflects:



- A. Ability to pull these sources together, cleansing the data and providing a single common view of a process.
- B. Provide a document management approach as opposed to a continuous synchronization of the document with the data base
- C. A proven track record of capturing savings in categories such as ingredients, raw materials, assemblies, transportation, IT, facilities.
- D. Segment the supplier base across multiple categories, geographies, and business units to manage performance and evaluate capabilities at a local or global dimension.

Correct Answer: A

QUESTION 5

For a company seeking to become best in class in terms of strategic supply management, where would Sourcing fall within this journey?

- A. Manage performance
- B. Visibility
- C. Scale and harvest savings opportunities
- D. Business control

Correct Answer: D

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