



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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**QUESTION 1**

A customer would NOT use Spend Analysis to:

- A. Find savings opportunities
- B. Negotiate rates with suppliers
- C. Prioritize opportunities into waves
- D. Identify low-hanging fruit

Correct Answer: D

QUESTION 2

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/fileserv?contentid=243307>

QUESTION 3

Below are example of Emptoris business drivers in the healthcare industry. Which one does not apply?

- A. A New CPO has been chartered by the CEO/COO to drive down operating costs
- B. Successful usage of contract management for managing provider contracts
- C. Pressure to reduce operating and medical costs while maintaining standards of care
- D. Face-to-face channels where the customer interacts directly with agents who are able to communicate with the portal electronically

Correct Answer: C

QUESTION 4

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

QUESTION 5

Where does Supplier Lifecycle Management outperform our competitors?

- A. Ability to source complex categories (cap ex, direct materials)
- B. They lack the ability to manage all of the rate variability and work completion tracking, so compliance is much weaker than Emptoris.
- C. Contract document management
- D. Our competitors do not possess the ability to 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: D

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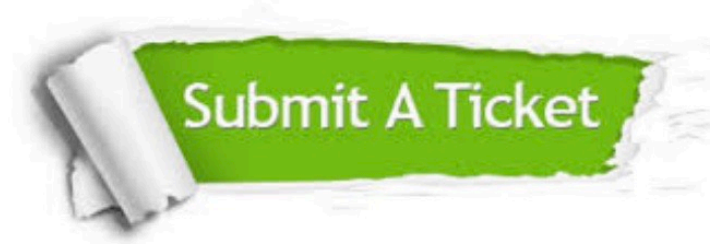
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