



M2020-620^{Q&As}

IBM Risk Analytics Sales Mastery Test v1

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QUESTION 1

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 2

What is one of the key features in the drive to enable true risk management: the case for integration?

- A. Getting a single view of the customer
- B. Understanding the IT risk across the whole business
- C. Future proof risk systems
- D. Better market risk measures

Correct Answer: D

QUESTION 3

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



QUESTION 4

How does IBM describe the scope of the IBM Risk Analytics solution set?

- A. Provides a comprehensive risk management process for each vertical.
- B. Provides effective line of business risk management.
- C. Creates an enterprise risk management framework across the entire IT infrastructure.
- D. Optimizes enterprise risk management through a comprehensive horizontal and vertical risk integration strategy.

Correct Answer: C

QUESTION 5

Which one of the following is a business process that the IBM Risk Analytics portfolio is focused on improving?

- A. Deploying predictive maintenance capabilities
- B. Reducing customer churn
- C. Reducing the cost of compliance
- D. Improving propensity analysis

Correct Answer: C

Reference: <http://www-03.ibm.com/software/products/us/en/category/SWQ40>(4th bullet)

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