



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

IBM Risk Analytics Sales Mastery Test v1

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### QUESTION 1

What business improvements will the IBM Risk Analytics solution set help a business achieve?

- A. Reduced cost of IT procurement
- B. Mitigation of Credit and Market Losses
- C. Increased efficiency of Algorithmics Trading platform
- D. Improving propensity analysis

Correct Answer: B

Reference:<http://www-01.ibm.com/software/analytics/risk-management/credit-risk-management/>

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### QUESTION 2

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

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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

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### 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

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)