



# M2020-624<sup>Q&As</sup>

IBM Risk Analytics for Governance Risk and Compliance Sales Mastery  
Test v1

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### QUESTION 1

What is one of the most common issues to listen for from a client who would benefit from deploying IBM OpenPages GRC solution?

- A. The client is looking for an advanced calculation engine to calculate capital and market values.
- B. The organization is designed around a soloed approach, resulting in redundant data collection and an expensive model to maintain.
- C. Business users would like to be more proactive and look for trends in the business using predictive analytics.
- D. Report users require a XBRL format report to present to regulators.

Correct Answer: C

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### QUESTION 2

Which indicator should alert you to an OpenPages GRC opportunity?

- A. Collaborate and automated systems defined by line of business managers
- B. Robust reporting and non-redundant risk and controls data collection
- C. Integrated, inexpensive approaches to data collection
- D. Line of business managers lack risk data and reporting intelligence to evaluate risk exposure

Correct Answer: D

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### QUESTION 3

Which option is not a pain point when selling a Governance, Risk and Compliance solution to the identified buyers?

- A. Line of business managers lack risk data and intelligence to evaluate risk exposure
- B. Lack of a central repository to track risk and control self-assessments
- C. No integrated reporting across risk management activities
- D. Automated system to report risk exposure trends

Correct Answer: D

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### QUESTION 4

OpenPages solutions provide the capability to integrate with other IBM analytics products. What IBM analytics tools provide the ability to uncover unexpected patterns, trends and associations from their risk and compliance data?



- A. Websphere, SPSS
- B. Cognos, SPSS
- C. TM1, Tivoli
- D. Lombardi, Cognos

Correct Answer: B

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#### QUESTION 5

Which of the following statements is a principle of GRC convergence?

- A. Requires collaboration and coordination.
- B. Enables the client to assess risks many times and satisfy few.
- C. Is a natural occurrence in any organization.
- D. Has no impact on the culture or the organisation.

Correct Answer: A

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