



M2020-624^{Q&As}

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

QUESTION 2

Analyst reports (Gartner and Forrester) have named IBM OpenPages as one of the leaders for enterprise Governance, Risk and Compliance platforms. Who are three main competitors who have been identified by the analysts in this space?

- A. BWISE, Thomson Reuters, Oracle
- B. Oracle, Microsoft, SAP
- C. SAP, BWISE, HP
- D. Oracle, Archer, SAS

Correct Answer: A

http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-complianceplatforms-2012_70384698.pdf (page 2, see figure 1)

QUESTION 3

The Enterprise Governance, Risk and Compliance (EGRC) platform market derives from the need for entities to improve the oversight of corporate governance. What is one definition of EGRC?

- A. The state or fact of according with or meeting rules and standards.
- B. A risk arising from execution of a company's business functions.
- C. The management, measurement, remediation and reporting of controls and risks against objectives in accordance with rules, regulations, standards, policies and business decisions.
- D. A set of agreements set by the Basel committee on Bank Supervision, which provides recommendations on banking regulations to capital.

Correct Answer: C



QUESTION 4

What roles are held within an organization by the primary buyers of Governance, Risk and Compliance (GRC) solutions?

- A. IT Managers, Customer Support Managers
- B. Chief Risk Officer (CRO), Chief Compliance Officer (CCO), Chief Information Officer (CIO), Chief Financial Officer (CFO)
- C. Human resource manager
- D. Marketing Director

Correct Answer: B

QUESTION 5

What are the key trends that drive Governance, Risk and Compliance initiatives?

- A. Regulatory oversights and risk quantification
- B. Lack of visibility into risk exposure
- C. Decreasing governance demands
- D. Soloed risk and compliance initiatives

Correct Answer: D

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