



# M2050-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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**QUESTION 1**

Which of the following is NOT a way to enable risk mitigation and contract compliance?

- A. Search periodically on contracts which are under review
- B. Enforce and track spend against contract
- C. Proactively manage key milestones via alerts
- D. Enforce use of preferred languages and terms via approvals

Correct Answer: C

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**QUESTION 2**

Spend Analysis plays a critical role in an Opportunity Assessment (OA) one of Emptoris offerings. Why is this step critical?

- A. The data serves as the foundation for the OA, thus enabling the consultant to understand client spend across multiple dimensions including but not limited to: category/UNSPSC, business unit, time, region, vendor, payment terms.
- B. It enables the consultant to immediately execute Sourcing opportunities based on intuition.
- C. As a contract repository, it provides visibility into the client's existing contracts/language and allows him/her to immediately begin making contract-related process improvement recommendations.
- D. Spend Analysis houses a supplier database thus providing important supplier contact information for the consultant, such as name, phone number, email He/she can pick up the phone and begin negotiating rates on existing contacts.

Correct Answer: A

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**QUESTION 3**

Who is not a main stream competitor?

- A. SAP
- B. Upside
- C. Ariba
- D. Hiperos

Correct Answer: D

Reference:[http://blogs.forrester.com/andrew\\_bartels/11-12-15-ibms\\_acquisition\\_of\\_emptoris\\_moves\\_it\\_squarely\\_into\\_the\\_epurchasing\\_software\\_market\\_watch\\_out\\_for\\_f](http://blogs.forrester.com/andrew_bartels/11-12-15-ibms_acquisition_of_emptoris_moves_it_squarely_into_the_epurchasing_software_market_watch_out_for_f)

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#### QUESTION 4

What is an example of a customer pain point typically heard in Contract Management discussions:

- A. Limited visibility into and control over the process that generates contracts
- B. Poor efficiency when running an Request for Proposal
- C. Spend data not categorized or centralized
- D. Currently using multiple Telco Carriers

Correct Answer: A

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#### QUESTION 5

The Emptoris Sourcing solution is best suited for which types of categories?

- A. Indirect
- B. Direct
- C. Categories that are sourced most frequently
- D. Sourcing works with both indirect and direct categories

Correct Answer: D

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