



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

For a company seeking to become best in class in terms of strategic supply management, where would Sourcing fall within this journey?

- A. Manage performance
- B. Visibility
- C. Scale and harvest savings opportunities
- D. Business control

Correct Answer: D

QUESTION 2

In cases where a prospect has multiple instances of ERP systems, Emptoris\' Spend Analysis value proposition most accurately reflects:

- A. Ability to pull these sources together, cleansing the data and providing a single common view of a process.
- B. Provide a document management approach as opposed to a continuous synchronization of the document with the data base
- C. A proven track record of capturing savings in categories such as ingredients, raw materials, assemblies, transportation, IT, facilities.
- D. Segment the supplier base across multiple categories, geographies, and business units to manage performance and evaluate capabilities at a local or global dimension.

Correct Answer: A

QUESTION 3

Which of the following is not one of the Spend Analysis value props?

- A. Automate consolidation, enrichment and visibility of global disparate spend data
- B. Facilitate supplier development monitoring progress toward goals
- C. Identify unrealized savings, off-contract spend and help prevent savings leakage
- D. Bring spend under management

Correct Answer: B

QUESTION 4



Which option provides the best success against an ERP vendor?

- A. Provide a more competitive price
- B. Focus on product capabilities, comprehensiveness of solution and integration to broader Strategic Supply Management capabilities
- C. Position global capabilities
- D. Position company viability

Correct Answer: C

QUESTION 5

Which of the following is not one of the Sourcing value props?

- A. Increased productivity run more events, faster time to benefit
- B. Accelerate the Sourcing decision process
- C. Generate more savings
- D. 360 degree supplier visibility

Correct Answer: C

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