



M2050-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

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 2

Which of the following is a benefit of having Sell Side Contract Management through Emptoris?

- A. Ensure compliance and accelerate time to closure
- B. Automate the supplier qualification process
- C. Streamline the buyer survey process
- D. Gain ability to analyze 100% of spend in one solution

Correct Answer: A

QUESTION 3

The value of an integrated SLM solution includes the following, except?

- A. Visibility
- B. Invoice Automation
- C. Efficiency and Savings
- D. Compliance

Correct Answer: C

QUESTION 4

Which of the following does not qualify as a prospect?

- A. Annual budget for software is \$50k
- B. Number of mobile devices is greater than 1,000



- C. Customer is currently considering Ariba, Bravo, CombineNet, lasta
- D. Annual spend with the suppliers is greater than \$400m

Correct Answer: D

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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