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

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### **QUESTION 1**

| 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 2**

Which of the following is not a competitor to Emptoris in Contract Management?

- A. Selectica
- B. Tangoe
- C. Ariba
- D. Upside

Correct Answer: B

Reference:http://www.itqlick.com/Products/3448

#### **QUESTION 3**

How would you not compete against a best of breed vendor?

- A. Show product differences?
- B. Position global capabilities?
- C. Position integrated to broader Strategic Supply Management capabilities
- D. Position company viability

Correct Answer: D

#### **QUESTION 4**

Which would not be an example of an "early win" category?

A. Travel



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- B. PC\\'s/computer hardware
- C. Office supplies
- D. Packaging

Correct Answer: A

#### **QUESTION 5**

Which of the following is NOT a way to gain contract efficiency via Contract Management?

- A. Automated routing of approvals
- B. Streamline authoring with wizards and templates
- C. Increase productivity via mass operations and bulk loading capabilities
- D. Hire more staff

Correct Answer: D

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