



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

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, Ista
- D. Annual spend with the suppliers is greater than \$400m

Correct Answer: D

QUESTION 2

Below are examples of Emptoris business drivers in the healthcare industry. Which one does not apply?

- A. A New CPO has been chartered by the CEO/COO to drive down operating costs
- B. Successful usage of contract management for managing provider contracts
- C. Pressure to reduce operating and medical costs while maintaining standards of care
- D. Face-to-face channels where the customer interacts directly with agents who are able to communicate with the portal electronically

Correct Answer: C

QUESTION 3

In cases where a prospect has multiple instances of ERP systems, Emptoris's 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 4



Of the following reasons a customer would choose Emptoris, which one does not apply:

- A. Drive compliance to corporate and regulatory standards
- B. Procure-to-pay functionality
- C. Save lots of cash
- D. Manage business risk

Correct Answer: B

QUESTION 5

From a point-of-entry perspective, for a procurement organization, Contract Management can be positioned to the prospect as a way to:

- A. Manage a supplier's lifecycle
- B. Gain visibility and control
- C. Pay temporary labor
- D. Track and score suppliers

Correct Answer: A

QUESTION 6

Within the Plan to Settle process where does Contract Management fit into the overall process?

- A. Between Spend Analysis and Supplier Sourcing
- B. Before Spend Analysis and after Supplier Sourcing
- C. After Spend Analysis and Supplier Sourcing
- D. Before Supplier Sourcing and before Spend Analysis

Correct Answer: D

QUESTION 7

Spend Analysis delivers visibility to all users across a variety of means. Which is not one of them?

- A. Standard reports
- B. Configurable personalized dashboards
- C. Mine Spend opportunities



D. Text messages

Correct Answer: C

QUESTION 8

The full Emptoris suite consists of five products. Which one is not one of them?

A. Services Procurement

B. Spend Analysis

C. Discovery for Buyers

D. Telecom Expense Management

Correct Answer: C

Reference:<http://en.wikipedia.org/wiki/Emptoris>

QUESTION 9

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 10

Which of the following is not an example of an objective a customer may have for a procurement transformation?

A. Visibility into opportunities

B. Build a robust and scalable Sourcing organization

C. Associate corporate families

D. Measure business impact

Correct Answer: C

QUESTION 11



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 12

Which of the following options most closely describes the Emptoris Contract Management ability to enable an organization to drive compliance to corporate and regulatory standards?

- A. Manage "at risk" suppliers
- B. Drive a common contract process across the company
- C. Generate high rates of savings on COGS, SGA and Cap Ex
- D. Bring more spend under management

Correct Answer: B

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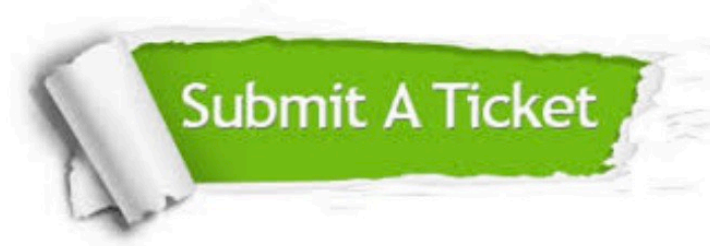
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