



M2020-624^{Q&As}

IBM Risk Analytics for Governance Risk and Compliance Sales Mastery
Test v1

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QUESTION 1

Convergence is the key to maximizing an organization's governance efforts in today's high profile regulated industries. What are 4 steps towards effective risk and compliance management?

- A. Manual, operationalize, identification, reporting
- B. Recognize, harmonize, synchronize, rationalize
- C. De-synchronize, transparency, harmonize, visibility
- D. Decrease agility, decrease visibility, flexibility, and configurability

Correct Answer: B

QUESTION 2

What does the IBM OpenPages GRC Platform allows organizations to do?

- A. Manage a predictive analytics framework to report to multiple regulators.
- B. Manage XBRL content for Solvency II Pillar 3 requirements.
- C. Manage risk and compliance across multiple regulations, including Basel II and Solvency II.
- D. Manage risk and compliance across multiple regulations, excluding Basel II and Solvency II.

Correct Answer: C

<http://www-01.ibm.com/software/analytics/openpages/> (second bullet)

QUESTION 3

The Enterprise Governance, Risk and Compliance (EGRC) platform market derives from the need for entities to improve the oversight of corporate governance. What is one definition of EGRC?

- A. The state or fact of according with or meeting rules and standards.
- B. A risk arising from execution of a company's business functions.
- C. The management, measurement, remediation and reporting of controls and risks against objectives in accordance with rules, regulations, standards, policies and business decisions.
- D. A set of agreements set by the Basel committee on Bank Supervision, which provides recommendations on banking regulations to capital.

Correct Answer: C

QUESTION 4



What is one benefit for maintaining a centralized library of laws, regulations, and best practices?

- A. Harmonized compliance programs for departments and focus areas to promote a standardized and efficient compliance approach
- B. Unstructured documentation and remediation of regulatory requirements
- C. Non-standard compliance for all regulations to deliver a holistic understanding of all compliance risks
- D. De-centralized repository for managing and synchronizing governance with multiple regulations

Correct Answer: A

QUESTION 5

What is one key question to ask your prospects who are evaluating Governance, Risk and Compliance solutions?

- A. How does your organization currently document and report on employee new hire sales training certifications?
- B. How effective are your current sales metrics?
- C. What is your organization currently using to document, test and report on your financial control compliance?
- D. Do you have visibility into your sales pipeline throughout your organization?

Correct Answer: C

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