



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

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 3

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

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

Correct Answer: D

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

QUESTION 6

Leading questions to identify pain points includes the following, except?

- A. Do you have any suppliers break your corporate responsibility standards?
- B. Do you know your strongest/weakest performing suppliers?
- C. Do you know if your suppliers are compliant to your regulatory requirements?
- D. What is your spend volume with your suppliers?

Correct Answer: B

QUESTION 7

Which is not a valid up-selling scenario?

- A. After knowing the capability profile of suppliers (Qualification) and their performance track records (Evaluation) classification module can increase value by showing and analyzing the execution of the procurement strategy
- B. After identifying weaknesses of existing important suppliers, the supplier development module can add value through an increase of suppliers performance
- C. After knowing the top suppliers (capabilities, performance, strategy, risk profile etc.) for a category there is additional value by using them for the long list-generation of an e-sourcing event



D. Connect all on-boarded potential suppliers to the Sterling Integration Solutions to automate business processes between potential suppliers and our customer

Correct Answer: D

QUESTION 8

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 9

What is the process the Spend Analysis services team takes upon receiving client data?

- A. Integrate -> Consolidate --> Categorize --> Enrich
- B. Consolidate --> Enrich --> Integrate --> Categorize
- C. Enrich --> Integrate -> Categorize --> Consolidate
- D. Categorize --> Consolidate --> Integrate --> Enrich

Correct Answer: C

Reference:<ftp://ftp.software.ibm.com/software/commerce/emptoris/offers/ZZW03161-USEN-00.pdf>

QUESTION 10

A customer would NOT use Spend Analysis to:

- A. Find savings opportunities
- B. Negotiate rates with suppliers
- C. Prioritize opportunities into waves
- D. Identify low-hanging fruit

Correct Answer: D



QUESTION 11

What is an invalid buying scenario?

- A. Qualify and Administer Suppliers?
- B. Monitor and Improve Supplier Performance?
- C. Automate purchase to pay process?
- D. Proactively Manage Supplier Risk?

Correct Answer: B

QUESTION 12

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

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