



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Below are example 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 2

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 3

What is an example of a customer pain point typically heard in Contract Management discussions:

- A. Limited visibility into and control over the process that generates contracts
- B. Poor efficiency when running an Request for Proposal
- C. Spend data not categorized or centralized
- D. Currently using multiple Telco Carriers

Correct Answer: A

QUESTION 4

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 5

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>

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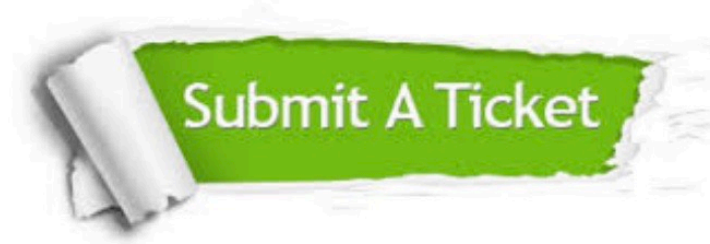
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