



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

Pass IBM 00M-653 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.lead4pass.com/00M-653.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by IBM Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

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 2

Where does Supplier Lifecycle Management outperform our competitors?

- A. Ability to source complex categories (cap ex, direct materials)
- B. They lack the ability to manage all of the rate variability and work completion tracking, so compliance is much weaker than Emptoris.
- C. Contract document management
- D. Our competitors do not possess the ability to 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: D

QUESTION 3

Which topic below is not a typical business driver for Supplier Lifecycle Management?

- A. Optimize the Procure-to-Pay- Process
- B. Supply Chain Disruption
- C. Corporate Social Responsibility
- D. Brand Protection

Correct Answer: C

QUESTION 4

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 5

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

[00M-653 PDF Dumps](#)

[00M-653 VCE Dumps](#)

[00M-653 Braindumps](#)



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Try our product !

100% Guaranteed Success
100% Money Back Guarantee
365 Days Free Update
Instant Download After Purchase
24x7 Customer Support
Average 99.9% Success Rate
More than 800,000 Satisfied Customers Worldwide
Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.lead4pass.com/allproducts>

Need Help

Please provide as much detail as possible so we can best assist you.
To update a previously submitted ticket:



 <p>One Year Free Update Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p>Money Back Guarantee To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p>Security & Privacy We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.
All trademarks are the property of their respective owners.
Copyright © lead4pass, All Rights Reserved.