



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

Which of the following does not contribute to Emptoris's win rate?

- A. Prospect has identified a transformation goal
- B. Scalability
- C. CPO is disengaged
- D. Prospect has experience with our competition

Correct Answer: C

QUESTION 3

The Emptoris Sourcing solution is best suited for which types of categories?

- A. Indirect
- B. Direct
- C. Categories that are sourced most frequently
- D. Sourcing works with both indirect and direct categories

Correct Answer: D

QUESTION 4

Spend Analysis plays a critical role in an Opportunity Assessment (OA) one of Emptoris offerings. Why is this step critical?

- A. The data serves as the foundation for the OA, thus enabling the consultant to understand client spend across multiple dimensions including but not limited to: category/UNSPSC, business unit, time, region, vendor, payment terms.



- B. It enables the consultant to immediately execute Sourcing opportunities based on intuition.
- C. As a contract repository, it provides visibility into the client's existing contracts/language and allows him/her to immediately begin making contract-related process improvement recommendations.
- D. Spend Analysis houses a supplier database thus providing important supplier contact information for the consultant, such as name, phone number, email He/she can pick up the phone and begin negotiating rates on existing contacts.

Correct Answer: A

QUESTION 5

Which types of contracts can be handled in Contract Management?

- A. Buy Side
- B. Sell Side
- C. Healthcare
- D. Both buy and sell side

Correct Answer: D

Reference: http://www01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/8/897/ENUS212-248/index.html&lang=en&request_locale=en(See description, ibm emporis contract management)

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