



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Where does Spend Analysis fit into the Category Compliance Solutions chevron in the Buy segment of Smarter Commerce's Plan to Settle Process?

- A. Step 3
- B. Step 2
- C. Step 1
- D. Step 8

Correct Answer: A

QUESTION 2

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 3

A customer would NOT use Contract Management to become best in class via:

- A. Obligation control
- B. Contract Authoring
- C. Gaining Contract Visibility
- D. Running eAuctions

Correct Answer: D

QUESTION 4



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 5

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

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