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IBM Risk Analytics Sales Mastery Test v1

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QUESTION 1

In IBM Risk Analytics, IBM studies show that setting aside additional capital made no impact on businesses in a crisis.

What is it that has been proved to improve business survival in the same crisis scenario?

A. Additional data to work with

B. External consulting support

C. Increased market confident through evidentially better business management

D. A more dynamic acquisition strategy

Correct Answer: C

QUESTION 2

To help companies understand their progress on a Smarter Analytics maturity model, IBM helps companies access their Analytics Quotient (AQ).

What is one aspect of a client\'s business that is scored to measure a company\'s AQ maturity?

A. The level of Risk they Measure in their business

B. The volume of data they process

C. The number of nodes used to process data

D. The ability to anticipate future events and results

Correct Answer: A

QUESTION 3

Which one of the following risk types can the Algorithmics Risk Analytics solution set help measure, manage and mitigate?

A. Liquidity Risk

B. Information Security Risk

C. Operational Risk

D. Systems Risk

Correct Answer: A

Reference:http://www-01.ibm.com/software/analytics/algorithmics/(first para)

QUESTION 4

How does IBM describe the benefits of horizontal integration?

A. Better integration of data elements cross the business

B. Elimination of silos and enablement of a comprehensive view of risks

C. Better granularity of risk measures in the middle office

D. Improvements of measure of credit risk from front to back of the enterprise

Correct Answer: A

Reference:http://www.ibm.com/investor/events/investor0512/presentation/04_Enterprise_Producti vity.pdf (slide 6and7)

QUESTION 5

Which Risk Analytics solution set focuses on helping companies deliver solutions for actuaries to be able to analyze insurance risk?

A. Algo One

B. OpenPages

C. Algo CLM

D. Algo Financial Modeler

Correct Answer: D

Reference:http://www-01.ibm.com/software/analytics/algorithmics/actuarial- modeling/index.html(first bullet)

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