

## M2020-624<sup>Q&As</sup>

IBM Risk Analytics for Governance Risk and Compliance Sales Mastery  
Test v1

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**QUESTION 1**

What does the IBM OpenPages GRC Platform allows organizations to do?

- A. Manage a predictive analytics framework to report to multiple regulators.
- B. Manage XBRL content for Solvency II Pillar 3 requirements.
- C. Manage risk and compliance across multiple regulations, including Basel II and Solvency II.
- D. Manage risk and compliance across multiple regulations, excluding Basel II and Solvency II.

Correct Answer: C

<http://www-01.ibm.com/software/analytics/openpages/> (second bullet)

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**QUESTION 2**

What is one key question to ask your prospects who are evaluating Governance, Risk and Compliance solutions?

- A. How does your organization currently document and report on employee new hire sales training certifications?
- B. How effective are your current sales metrics?
- C. What is your organization currently using to document, test and report on your financial control compliance?
- D. Do you have visibility into your sales pipeline throughout your organization?

Correct Answer: C

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**QUESTION 3**

What roles are held within an organization by the primary buyers of Governance, Risk and Compliance (GRC) solutions?

- A. IT Managers, Customer Support Managers
- B. Chief Risk Officer (CRO), Chief Compliance Officer (CCO), Chief Information Officer (CIO), Chief Financial Officer (CFO)
- C. Human resource manager
- D. Marketing Director

Correct Answer: B

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**QUESTION 4**

OpenPages GRC can be extended to address other areas of risk and compliance initiatives. What functional areas or

processes could buyers benefit from when using the OpenPages GRC Platform?

- A. Vendor risk management, business continuity management
- B. Credit risk, liquidity risk
- C. Human resources, expense reporting
- D. IT governance, marketing campaigns

Correct Answer: D

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## QUESTION 5

A recent International Data Corporation (IDC) Worldwatch study revealed that an average \$500 million corporation is subject to at least 35 40 regulatory mandates. GRC solutions assist with managing regulatory mandates in a central library for automation and reporting. Which regulations below would a financial institution not be responsible for adhering to?

- A. Basel II
- B. Solvency II
- C. Sarbanes-Oxley
- D. Carbon Reduction Commitment

Correct Answer: D

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