

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

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

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**QUESTION 1**

According to the CRO Forum with regard to Operational Risk and Solvency II, "At the heart of operational risk management is a clear understanding of the operational risk events that may occur and the strength of the company's processes and mitigation activities to prevent or respond to such events. From the list below, what should an operational risk management system encompass?"

- A. Risk policy, Risk appetite, Risk tolerance, Risk identification, Risk assessment, Risk monitoring and Risk mitigation
- B. Risk policy, Risk appetite, Risk scaling and Risk mitigation
- C. Risk policy, Risk scripting, Risk tolerance, Risk identification, Risk Assessment, Risk monitoring and Risk mitigation
- D. Risk policy, Risk predictions, Risk tolerance, Risk identification, Risk Assessment, Risk monitoring and Risk mitigation

Correct Answer: A

<http://webcache.googleusercontent.com/search?q=cache:CPdi6li3hJwJ:www.hms.co.il/download/get/cromay2009/84/+andcd=2andhl=enandct=clnk> (page 5, see the 3rd bullet, 4 sub bullets)

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**QUESTION 2**

Which option is not a pain point when selling a Governance, Risk and Compliance solution to the identified buyers?

- A. Line of business managers lack risk data and intelligence to evaluate risk exposure
- B. Lack of a central repository to track risk and control self-assessments
- C. No integrated reporting across risk management activities
- D. Automated system to report risk exposure trends

Correct Answer: D

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**QUESTION 3**

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 4

Analyst reports (Gartner and Forrester) have named IBM OpenPages as one of the leaders for enterprise Governance, Risk and Compliance platforms. Who are three main competitors who have been identified by the analysts in this space?

- A. BWISE, Thomson Reuters, Oracle
- B. Oracle, Microsoft, SAP
- C. SAP, BWISE, HP
- D. Oracle, Archer, SAS

Correct Answer: A

[http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-complianceplatforms-2012\\_70384698.pdf](http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-complianceplatforms-2012_70384698.pdf) (page 2, see figure 1)

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## QUESTION 5

Which one of the following capabilities is NOT necessary for a fully scalable integrated risk and compliance management solution?

- A. Document management and workflow
- B. Issue remediation, integrated dashboards and dimensional reporting
- C. Disparate systems and reporting
- D. Surveys, assessments and key metrics

Correct Answer: C

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