

M2020-624^{Q&As}

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

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QUESTION 1

OpenPages solutions provide the capability to integrate with other IBM analytics products. What IBM analytics tools provide the ability to uncover unexpected patterns, trends and associations from their risk and compliance data?

- A. Websphere, SPSS
- B. Cognos, SPSS
- C. TM1, Tivoli
- D. Lombardi, Cognos

Correct Answer: B

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

QUESTION 3

IBM OpenPages solutions enable customers to manage risk and compliance initiatives across the enterprise. Which one of the following is a feature of the IBM OpenPages GRC Platform?

- A. Optimize business performance
- B. Change customers\' existing methodology
- C. Predictive analytics framework
- D. XBRL reporting

Correct Answer: A

<http://www-01.ibm.com/software/analytics/openpages/> (first para on the page)

QUESTION 4

Which indicator should alert you to an OpenPages GRC opportunity?

- A. Collaborate and automated systems defined by line of business managers
- B. Robust reporting and non-redundant risk and controls data collection
- C. Integrated, inexpensive approaches to data collection
- D. Line of business managers lack risk data and reporting intelligence to evaluate risk exposure

Correct Answer: D

QUESTION 5

OpenPages PCM is a critical component of implementing an enterprise-wide governance and risk framework. Which benefit can be found within OpenPages PCM?

- A. Provides the compliance team with the ability to view and monitor overall organizational compliance posture in single dimensions.
- B. Provides a static approach to compliance that with standardized procedures and naming conventions.
- C. Delivers static reports that can be used to ensure compliance risks are understood and guarantee that issues are remediated quickly.
- D. Provides the compliance team with the ability to view and monitor overall organizational compliance posture in multiple dimensions.

Correct Answer: D

<http://public.dhe.ibm.com/common/ssi/ecm/en/ytd03088usen/YTD03088USEN.PDF> (page 2, 3rd row third column of the table)

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