



# M2050-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### QUESTION 1

Which is an example of a customer pain point typically heard in Spend Analysis discussions:

- A. Contracts are difficult to locate
- B. Suppliers often unclear on RFX specifications; do not bid on apples-to-apples basis, thus extending the time it takes to award an RFX
- C. Data scattered across multiple ERP systems and independent business units all over the globe
- D. Impossible to track compliance to Services-related pricing agreements

Correct Answer: C

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#### QUESTION 2

The value of an integrated SLM solution includes the following, except?

- A. Visibility
- B. Invoice Automation
- C. Efficiency and Savings
- D. Compliance

Correct Answer: C

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#### QUESTION 3

From a point-of-entry perspective, for a procurement organization, Contract Management can be positioned to the prospect as a way to:

- A. Manage a supplier's lifecycle
- B. Gain visibility and control
- C. Pay temporary labor
- D. Track and score suppliers

Correct Answer: A

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#### QUESTION 4

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

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#### QUESTION 5

There are many benefits derived from Emptoris Sourcing. Which is not one?

- A. Enforce compliance to standard process
- B. Actively monitor supplier risk
- C. Increase Adoption with RFx Wizards and Templates
- D. Analyze "Non-Price" Factors to award suppliers

Correct Answer: A

Reference:<http://www-304.ibm.com/industries/publicsector/fileservice?contentid=243307>

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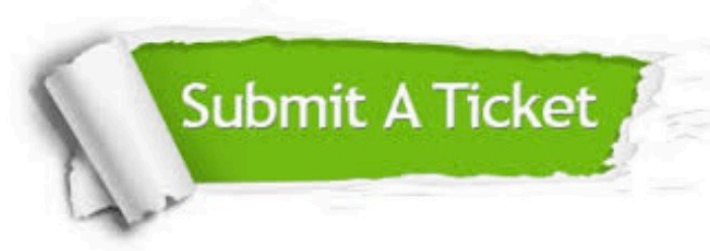
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