M2050-653 Q&As

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

Which of the following is not one of the Spend Analysis value props?

A. Automate consolidation, enrichment and visibility of global disparate spend data

B. Facilitate supplier development monitoring progress toward goals

C. Identify unrealized savings, off-contract spend and help prevent savings leakage

D. Bring spend under management

Correct Answer: B

QUESTION 2

Which of the following does not qualify as a prospect?

A. Annual budget for software is $50k

B. Number of mobile devices is greater than 1,000

C. Customer is currently considering Ariba, Bravo, CombineNet, lasta

D. Annual spend with the suppliers is greater than $400m

Correct Answer: D

QUESTION 3

Of the following reasons a customer would choose Emptoris, which one does not apply:

A. Drive compliance to corporate and regulatory standards

B. Procure-to-pay functionality

C. Save lots of cash

D. Manage business risk

Correct Answer: B

QUESTION 4

Which of the following is NOT a way to enable risk mitigation and contract compliance?

A. Search periodically on contracts which are under review

B. Enforce and track spend against contract

C. Proactively manage key milestones via alerts

D. Enforce use of preferred languages and terms via approvals

Correct Answer: C

QUESTION 5

The Emptoris Sourcing solution is best suited for which types of categories?

A. Indirect

B. Direct

C. Categories that are sourced most frequently

D. Sourcing works with both indirect and direct categories

Correct Answer: D

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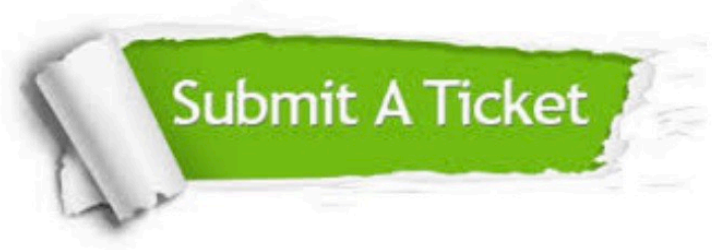

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