



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

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### QUESTION 1

Which of the following options most closely describes the Emptoris Contract Management ability to enable an organization to drive compliance to corporate and regulatory standards?

- A. Manage "at risk" suppliers
- B. Drive a common contract process across the company
- C. Generate high rates of savings on COGS, SGA and Cap Ex
- D. Bring more spend under management

Correct Answer: B

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#### QUESTION 2

Which option provides the best success against an ERP vendor?

- A. Provide a more competitive price
- B. Focus on product capabilities, comprehensiveness of solution and integration to broader Strategic Supply Management capabilities
- C. Position global capabilities
- D. Position company viability

Correct Answer: C

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#### QUESTION 3

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 4

Which of the following is not one of the Sourcing value props?

- A. Increased productivity run more events, faster time to benefit



- B. Accelerate the Sourcing decision process
- C. Generate more savings
- D. 360 degree supplier visibility

Correct Answer: C

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#### QUESTION 5

From a point-of-entry perspective, Spend Analysis can be positioned to the prospect as:

- A. A document management approach
- B. Ability to manage all of the rate variability and work completion tracking
- C. A way to give them some spend visibility and provide the basis for proving the value of procurement
- D. Capture savings fast

Correct Answer: D

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