

# M2020-620<sup>Q&As</sup>

IBM Risk Analytics Sales Mastery Test v1

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**QUESTION 1**

Which legislative driver is not covered by a solution in the IBM Risk Analytics solution set?

- A. Dodd Frank
- B. Sarbanes Oxley
- C. Solvency II
- D. Data Protection Act

Correct Answer: D

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**QUESTION 2**

According to the 2012 Gartner Magic Quadrant report for enterprise Governance, Risk and Compliance (GRC) platforms, what is one of the key strengths identified for OpenPages?

- A. Core system ability
- B. Offering Strategy
- C. Vertical / Industry Strategy
- D. Geographic strategy

Correct Answer: C

Reference: [http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-andcompliance-platforms-2012\\_70384698.pdf](http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-andcompliance-platforms-2012_70384698.pdf)(see page 5, strengths, last para)

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**QUESTION 3**

Which Risk Analytics solution focuses on helping companies deliver Governance, Risk and Compliance (GRC)?

- A. Algo Liquidity
- B. OpenPages
- C. Algo Financial Modeler
- D. Algo One

Correct Answer: B

Reference: <http://www-01.ibm.com/software/analytics/rte/an/risk-compliance/index.html>(read the entire page)

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## QUESTION 4

Which one of the following is a business process that the IBM Risk Analytics portfolio is focused on improving?

- A. Deploying predictive maintenance capabilities
- B. Reducing customer churn
- C. Reducing the cost of compliance
- D. Improving propensity analysis

Correct Answer: C

Reference: [http://www-03.ibm.com/software/products/us/en/category/SWQ40\(4th bullet\)](http://www-03.ibm.com/software/products/us/en/category/SWQ40(4th%20bullet))

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## QUESTION 5

What business improvements will the IBM Risk Analytics solution set help a business achieve?

- A. Reduced cost of IT procurement
- B. Mitigation of Credit and Market Losses
- C. Increased efficiency of Algorithmics Trading platform
- D. Improving propensity analysis

Correct Answer: B

Reference: <http://www-01.ibm.com/software/analytics/risk-management/credit-risk-management/>

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