



Vendor: IBM

Exam Code: 00M-653

Exam Name: IBM Emptoris Strategic Supply Management
Sales Mastery Test v1

Version: DEMO

QUESTION 1

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

Answer: C

QUESTION 2

Spend Analysis delivers visibility to all users across a variety of means. Which is not one of them?

- A. Standard reports
- B. Configurable personalized dashboards
- C. Mine Spend opportunities
- D. Text messages

Answer: C

QUESTION 3

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 & Cap Ex
- D. Bring more spend under management

Answer: B

QUESTION 4

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

Answer: D

QUESTION 5

Which topic below is not a typical business driver for Supplier Lifecycle Management?

- A. Optimize the Procure-to-Pay- Process
- B. Supply Chain Disruption
- C. Corporate Social Responsibility
- D. Brand Protection

Answer: C

QUESTION 6

Which of the following is not a competitor to Emptoris in Contract Management?

- A. Selectica
- B. Tangoe
- C. Ariba
- D. Upside

Answer: B

Explanation:

<http://www.itqlick.com/Products/3448>