Vendor: IBM

Exam Code: M2020-615

Exam Name: IBM Business Analytics Performance
Management Sales Mastery Test v2

Version: DEMO

QUESTION 1
Which component of IBM Cognos TM1 is designed for power users to maintain dimensions, cubes, rules, integration, and security?

A. TM1 Executive Viewer
B. TM1 Web
C. TM1 Excel
D. TM1Server Explorer

Answer: D
Explanation:
Reference:ftp://ftp.boulder.ibm.com/software/data/sw-library/cognos/ch/de/de_CH_Martin_Moser_Infoseminar_TM1_C8.pdf(slide 6, see TM1 server explorer)

QUESTION 2
Which of following statements is TRUE regarding the benefits of IBM's Business Analytics SPM solutions for management and sales executives?

A. Scenario modeling helps determine appropriate plan changes resulting in better decision making
B. Input forms and Presenter allow quick changes to data and reports.
C. Visibility into details viewed by direct reports helps resolve inquiries faster.
D. Process Lists keep common tasks organized and ensure nothing is missed.

Answer: A

QUESTION 3
Which of the following is not a challenge that IBM's Enterprise Disclosure Management solutions are specifically designed to address?

A. Unable to bring together BI data and performance management reports and combine them with narrative analysis.
B. Easily query data and create ad-hoc reports
C. Time consuming manual processes, replacing them with intelligent process design and automation
D. Inability to effectively manage security, controls and governance

Answer: D

QUESTION 4
Which of the following industries is most likely to face issues around high employee turnover, introducing and managing SPIF programs and store transfers?

A. Insurance
B. Retail
C. Banking
D. High-Tech

Answer: D

QUESTION 5
Which of the following characteristics positions IBM's Enterprise Disclosure Management solution when electronic filing is a key requirement?

A. Timely, accurate delivery of performance reports and narrative analysis to internal and external stakeholders.
B. Standardize and automate manual processes
C. Speeds and simplifies creation of reports that require use of XBRL - i.e. extensible business reporting language
D. Reduces the risk of errors inherent in spreadsheet-based processes and activities

Answer: A
Explanation:
Reference:http://www.newcomp.com/EN/solutions/EnterpriseDisclosureManagement.cfm

QUESTION 6
What is the most comprehensive way that the office of finance can use business intelligence and performance management to make even their own department more efficient?

A. To protect profitable customers and manage unprofitable ones
B. To drive dynamic Financial Performance Management (FPM) practices through automation
C. To improve sales forecasting
D. To connect to multiple data sources

Answer: B

QUESTION 7
What are the three ways the world is changing according to the IBM Smarter Planet message?

A. Intricate, instrumented, interconnected
B. Instrumented, intricate, intelligent
C. Instrumented, intelligent, interconnected
D. Intelligent, instrumented, intricate

Answer: C
Explanation:
Reference:http://www-03.ibm.com/ibm/history/ibm100/us/en/icons/smarterplanet/(3rdpara)

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