



00M-653^{Q&As}

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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**QUESTION 1**

Spend Analysis plays a critical role in an Opportunity Assessment (OA) one of Emptoris offerings. Why is this step critical?

- A. The data serves as the foundation for the OA, thus enabling the consultant to understand client spend across multiple dimensions including but not limited to: category/UNSPSC, business unit, time, region, vendor, payment terms.
- B. It enables the consultant to immediately execute Sourcing opportunities based on intuition.
- C. As a contract repository, it provides visibility into the client's existing contracts/language and allows him/her to immediately begin making contract-related process improvement recommendations.
- D. Spend Analysis houses a supplier database thus providing important supplier contact information for the consultant, such as name, phone number, email He/she can pick up the phone and begin negotiating rates on existing contacts.

Correct Answer: A

QUESTION 2

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

Correct Answer: C

QUESTION 3

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 4

Which would not be an example of an "early win" category?



- A. Travel
- B. PC\\s/computer hardware
- C. Office supplies
- D. Packaging

Correct Answer: A

QUESTION 5

Identify the best way in class companies can leverage Supplier Lifecycle Management technologies?

- A. Use a contract clause library
- B. Provide 360 degree, comprehensive supplier visibility
- C. Use classification algorithms to classify invoice spend
- D. Use a catalog to store approved products and services

Correct Answer: A

Reference:<http://www-304.ibm.com/industries/publicsector/fileservice?contentid=243307>

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