00M-653 Q&As

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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QUESTION 1

For a company seeking to become best in class in terms of strategic supply management, where would Sourcing fall within this journey?

A. Manage performance

B. Visibility

C. Scale and harvest savings opportunities

D. Business control

Correct Answer: D

QUESTION 2

Below are example of Emptoris business drivers in the healthcare industry. Which one does not apply?

A. A New CPO has been chartered by the CEO/COO to drive down operating costs

B. Successful usage of contract management for managing provider contracts

C. Pressure to reduce operating and medical costs while maintaining standards of care

D. Face-to-face channels where the customer interacts directly with agents who are able to communicate with the portal electronically

Correct Answer: C

QUESTION 3

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 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

Correct Answer: D

QUESTION 5

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

A. Selectica

B. Tangoe

C. Ariba

D. Upside

Correct Answer: B

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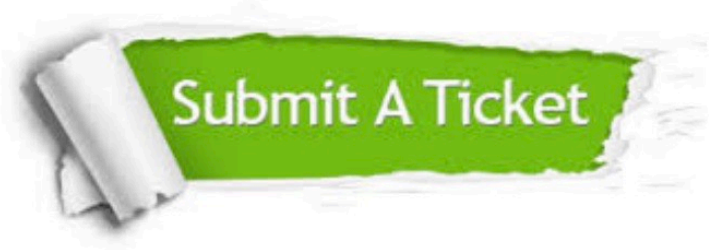

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