

M2020-624^{Q&As}

IBM Risk Analytics for Governance Risk and Compliance Sales Mastery
Test v1

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QUESTION 1

IBM OpenPages solutions enable customers to manage risk and compliance initiatives across the enterprise. Which one of the following is a feature of the IBM OpenPages GRC Platform?

- A. Optimize business performance
- B. Change customers\' existing methodology
- C. Predictive analytics framework
- D. XBRL reporting

Correct Answer: A

<http://www-01.ibm.com/software/analytics/openpages/> (first para on the page)

QUESTION 2

Analyst reports (Gartner and Forrester) have named IBM OpenPages as one of the leaders for enterprise Governance, Risk and Compliance platforms. Who are three main competitors who have been identified by the analysts in this space?

- A. BWISE, Thomson Reuters, Oracle
- B. Oracle, Microsoft, SAP
- C. SAP, BWISE, HP
- D. Oracle, Archer, SAS

Correct Answer: A

http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-complianceplatforms-2012_70384698.pdf (page 2, see figure 1)

QUESTION 3

What is one key question to ask your prospects who are evaluating Governance, Risk and Compliance solutions?

- A. How does your organization currently document and report on employee new hire sales training certifications?
- B. How effective are your current sales metrics?
- C. What is your organization currently using to document, test and report on your financial control compliance?
- D. Do you have visibility into your sales pipeline throughout your organization?

Correct Answer: C

QUESTION 4

There are many competitive differentiators with IBM OpenPages Governance, Risk and Compliance solutions. Which option is not a competitive differentiator?

- A. Fully integrated risk management platform
- B. Flexible, patented metadata-driven object model
- C. Extensive business intelligence and reporting dashboards
- D. Non-configurable object model and reporting engine

Correct Answer: C

QUESTION 5

According to the CRO Forum with regard to Operational Risk and Solvency II, "At the heart of operational risk management is a clear understanding of the operational risk events that may occur and the strength of the company's processes and mitigation activities to prevent or respond to such events. From the list below, what should an operational risk management system encompass?"

- A. Risk policy, Risk appetite, Risk tolerance, Risk identification, Risk assessment, Risk monitoring and Risk mitigation
- B. Risk policy, Risk appetite, Risk scaling and Risk mitigation
- C. Risk policy, Risk scripting, Risk tolerance, Risk identification, Risk Assessment, Risk monitoring and Risk mitigation
- D. Risk policy, Risk predictions, Risk tolerance, Risk identification, Risk Assessment, Risk monitoring and Risk mitigation

Correct Answer: A

<http://webcache.googleusercontent.com/search?q=cache:CPdi6li3hJwJ:www.hms.co.il/download/get/cromay2009/84/+andcd=2andhl=enandct=clnk> (page 5, see the 3rd bullet, 4 sub bullets)

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