

M2020-624^{Q&As}

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

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QUESTION 1

A recent International Data Corporation (IDC) Worldwatch study revealed that an average \$500 million corporation is subject to at least 35 40 regulatory mandates. GRC solutions assist with managing regulatory mandates in a central library for automation and reporting. Which regulations below would a financial institution not be responsible for adhering to?

- A. Basel II
- B. Solvency II
- C. Sarbanes-Oxley
- D. Carbon Reduction Commitment

Correct Answer: D

QUESTION 2

The Enterprise Governance, Risk and Compliance (EGRC) platform market derives from the need for entities to improve the oversight of corporate governance. What is one definition of EGRC?

- A. The state or fact of according with or meeting rules and standards.
- B. A risk arising from execution of a company's business functions.
- C. The management, measurement, remediation and reporting of controls and risks against objectives in accordance with rules, regulations, standards, policies and business decisions.
- D. A set of agreements set by the Basel committee on Bank Supervision, which provides recommendations on banking regulations to capital.

Correct Answer: C

QUESTION 3

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 4

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 5

Which option is not a pain point when selling a Governance, Risk and Compliance solution to the identified buyers?

- A. Line of business managers lack risk data and intelligence to evaluate risk exposure
- B. Lack of a central repository to track risk and control self-assessments
- C. No integrated reporting across risk management activities
- D. Automated system to report risk exposure trends

Correct Answer: D

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