



# M2050-653<sup>Q&As</sup>

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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### QUESTION 1

The full Emptoris suite consists of five products. Which one is not one of them?

- A. Services Procurement
- B. Spend Analysis
- C. Discovery for Buyers
- D. Telecom Expense Management

Correct Answer: C

Reference:<http://en.wikipedia.org/wiki/Emptoris>

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### QUESTION 2

Who is not a main stream competitor?

- A. SAP
- B. Upside
- C. Ariba
- D. Hiperos

Correct Answer: D

Reference:[http://blogs.forrester.com/andrew\\_bartels/11-12-15-ibms\\_acquisition\\_of\\_emptoris\\_moves\\_it\\_squarely\\_into\\_the\\_epurchasing\\_software\\_market\\_watch\\_out\\_for\\_f](http://blogs.forrester.com/andrew_bartels/11-12-15-ibms_acquisition_of_emptoris_moves_it_squarely_into_the_epurchasing_software_market_watch_out_for_f)

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### QUESTION 3

Which types of contracts can be handled in Contract Management?

- A. Buy Side
- B. Sell Side
- C. Healthcare
- D. Both buy and sell side

Correct Answer: D

Reference:[http://www01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep\\_ca/8/897/ENUS212-248/index.html&lang=en&request\\_locale=en](http://www01.ibm.com/common/ssi/ShowDoc.wss?docURL=/common/ssi/rep_ca/8/897/ENUS212-248/index.html&lang=en&request_locale=en)(See description, ibm emptoris contract management)

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#### QUESTION 4

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

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#### QUESTION 5

Which is not a valid up-selling scenario?

- A. After knowing the capability profile of suppliers (Qualification) and their performance track records (Evaluation) classification module can increase value by showing and analyzing the execution of the procurement strategy
- B. After identifying weaknesses of existing important suppliers, the supplier development module can add value through an increase of suppliers performance
- C. After knowing the top suppliers (capabilities, performance, strategy, risk profile etc.) for a category there is additional value by using them for the long list-generation of an e-sourcing event
- D. Connect all on-boarded potential suppliers to the Sterling Integration Solutions to automate business processes between potential suppliers and our customer

Correct Answer: D

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