



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

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

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#### QUESTION 1

What is an example of a customer pain point typically heard in Contract Management discussions:

- A. Limited visibility into and control over the process that generates contracts
- B. Poor efficiency when running an Request for Proposal
- C. Spend data not categorized or centralized
- D. Currently using multiple Telco Carriers

Correct Answer: A

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#### QUESTION 2

Leading questions to identify pain points includes the following, except?

- A. Do you have any suppliers break your corporate responsibility standards?
- B. Do you know your strongest/weakest performing suppliers?
- C. Do you know if your suppliers are compliant to your regulatory requirements?
- D. What is your spend volume with your suppliers?

Correct Answer: B

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#### QUESTION 3

What is an invalid buying scenario?

- A. Qualify and Administer Suppliers?
- B. Monitor and Improve Supplier Performance?
- C. Automate purchase to pay process?
- D. Proactively Manage Supplier Risk?

Correct Answer: B

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#### QUESTION 4

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 5

There are many benefits derived from Emptoris Sourcing. Which is not one?

A. Enforce compliance to standard process

B. Actively monitor supplier risk

C. Increase Adoption with RFx Wizards and Templates

D. Analyze "Non-Price" Factors to award suppliers

Correct Answer: A

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

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