IBM

M2020-615

IBM Business Analytics Performance Management Sales Mastery Test v2

Which feature of IBM Cognos TM1 allows users to create an unlimited number of personal scenarios with forecasted outcomes and then submit the one that best meets the organization's goals?

A. Sandbox
B. Action buttons
C. Breakback
D. Cube viewer

Answer: A

QUESTION: 41
What is the initial objective when laying the groundwork for an opportunity to sell IBM's Business Analytics FPM solutions?

A. Meeting only with the CFO
B. Meeting with the CIO directly
C. Getting into the office of finance
D. Getting into the office of IT

Answer: C

QUESTION: 42
Which traditional approach to Financial Performance Management creates islands of data and lacks security and a centralized backup process?

A. All-in-one solution
B. Excel spreadsheets
C. ERP vendor platform
D. Separate products for consolidation and planning

Answer: B

QUESTION: 43

Which benefit of IBM's Business Analytics SPM solutions is most likely to appeal to a compensation administrator?

A. Quickly modify current compensation plan structures.
B. Optimize territories to equalize pipeline across sales reps.
C. Consolidate financial statements for the current period.
D. Review alignment of the sales organization with business strategy

Answer: A

QUESTION: 44
A customer indicates that they want to report on key financial information. Which of the following attributes would indicate that IBM's Enterprise Disclosure Management solutions would be a good fit?

A. The customer recognizes that decisions can no longer just be made based on numbers alone
B. Executives and managers want to drill down in to data in order to make critical business decisions
C. The customer wants to provide production reports, dashboards and ad-hoc analysis capabilities
D. The customer needs to join financial, operational, and statistical data and share that on a mobile device

Answer: B

QUESTION: 45
Which feature of IBM Cognos Disclosure Management ensures that all reports deliver a single, consistent version of the truth?

A. Controlled collaboration
B. Workflow and task management capabilities.
C. Link report data directly to enterprise data sources
D. Microsoft Office interface

Answer: C

QUESTION: 46
Which model properly represents how business analytics drives better performance?

A. Hypothesis -> testing -> decision making -> performance
B. Relevant information -> actionable insight -> smarter decisions -> better business outcomes
C. Data -> decision making -> analysis -> better business outcomes
D. Prediction -> analysis -> decision making -> performance

Answer: B

QUESTION: 47
A customer has expressed concern that existing narrative reports are leading to decisions that are made on incomplete or inaccurate information. What aspects of IBM's Disclosure Management solutions directly address their lack of confidence?

A. Integration with Microsoft Excel, Microsoft Word and Microsoft PowerPoint
B. Improve controls and governance across global finance organization
C. Accelerate and streamline last mile' activities
D. Security and access control

Answer: B

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