



IBM

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*IBM Emptoris Services Procurement Sales Mastery Test
v1*

- A. Procurement initiative to ensure that 90% of all contracts are competitively awarded
- B. Centralize control of Management and IT Consultants to standardize services and pricing
- C. Improve supplier diversity by increasing usage of small and disadvantaged businesses
- D. Independent Audit of the contractual commitment reporting process

Answer: D

QUESTION: 36

Based on customer case studies, using the Emptoris Services Procurement Invoicing capability can accomplish all of the following EXCEPT:

- A. Eliminating pricing discrepancies and errors such as double billing
- B. Automatically compute local taxes on services
- C. Dramatically reduce invoice payment time
- D. Provide suppliers with real-time visibility into paid and pending invoices

Answer: A

QUESTION: 37

Contingent Workers are best defined as:

- A. Any worker who's arrangement differs from regular/permanent, direct wage, and salary employment
- B. Self-Employed individuals
- C. Any worker who completes a time card to compute wages
- D. Any worker who's job is not considered permanent

Answer: A

QUESTION: 38

Co-Employment can best be described as:

- A. A temporary worker who performs work for multiple clients within one pay period
- B. A situation where both the buyer and supplier exert some control over the same worker/group of workers, creating a shared liability for pay, unemployment, unfair treatment issues

- C. A situation where a retiree from an organization comes back to work as a temporary employee, collecting both a pension from the buyer and paycheck from an agency
- D. A temporary working for two different agencies at the same time

Answer: C

QUESTION: 39

Which of the following is NOT a source of Savings Realization using Emptor is Services Procurement?

- A. Automatic monitoring SLA violations and calculation penalties in outsourcing contracts
- B. Discount and Rebate Capture - automatically apply volume discounts
- C. Contractual Rate Enforcement- prevent exceeding contracted pricing
- D. Maverick Spend Reduction - enforcing use of preferred suppliers

Answer: B

QUESTION: 40

Which are two typical integration points for Services Procurement deployments?

- A. Materials Management and HR
- B. IT Helpdesk and Accounts receivable
- C. Reduced/Single Sign on and Financy/Accounts Payable (AP)
- D. eProcurement and IT helpdesk

Answer: C

QUESTION: 41

Which of the following is NOT true about procure-to-pay (P2P)?

- A. It is a business process that covers how spending requests are made all the way through to paying its suppliers
- B. The initial step in P2P is issuing purchase orders (POs)
- C. The P2P process is usually under the control of either finance or procurement
- D. It is sometimes standardized but often varies across the organization

Answer: C

QUESTION: 42

Which one of the following is a differentiator Emptoris Services Procurement has over ERP solutions?

- A. It provides business process modeling and workflow capabilities for POs
- B. It provides a reporting and analytics engine
- C. It provides sourcing capabilities to help select the correct supplier
- D. It is a Single Module solution where ERP typically requires 4-6 modules to provide full functionality

Answer: D

QUESTION: 43

Statement of Work (SOW) can best be defined as:

- A. Services Contract based on a written description of services, deliverables, or milestones
- B. Instructions on performing a work assignment for a temporary worker
- C. Document typically used when bringing in multiple temporary workers performing the same role
- D. Document prepared at end of temporary work assignment required for legal compliance in many jurisdictions

Answer: C

QUESTION: 44

Employment Laws, Worker Safety laws and Privacy laws are 3 examples of:

- A. Compliance issues for any supply chain category
- B. Complexities in procuring services that are typically not seen in goods procurement
- C. Laws that apply to employees but not temporary workers
- D. Laws that apply to temporary workers but not employees

Answer: B

QUESTION: 45

Within the Emptoris Suite, Services Procurement is most correctly classified as:

- A. A source to contract solution
- B. A Category Spend Management & Compliance Solution
- C. A Procurement Intelligence Solution
- D. A Program Management solution

Answer: D

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