CERTKILLERS

IBM

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IBM Emptoris Strategic Supply Management Sales Mastery Test v1

QUESTION: 34
Which of the following is not an example of an objective a customer may have for a procurement transformation?

A. Visibility into opportunities
B. Build a robust and scalable Sourcing organization
C. Associate corporate families
D. Measure business impact

Answer: C

QUESTION: 35
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

Answer: C

QUESTION: 36
Which of the following is NOT a way to gain contract efficiency via Contract Management?

A. Automated routing of approvals
B. Streamline authoring with wizards and templates
C. Increase productivity via mass operations and bulk loading capabilities
D. Hire more staff

Answer: D

QUESTION: 37
Which of the following options most closely describes the Emptoris Contract Management ability to enable an organization to drive compliance to corporate and regulatory standards?

A. Manage "at risk" suppliers
B. Drive a common contract process across the company
C. Generate high rates of savings on COGS, SGA & Cap Ex
D. Bring more spend under management

Answer: B

QUESTION: 38
What is the process the Spend Analysis services team takes upon receiving client data?

A. Integrate -> Consolidate --> Categorize --> Enrich
B. Consolidate --> Enrich --> Integrate --> Categorize
C. Enrich --> Integrate -> Categorize --> Consolidate
D. Categorize --> Consolidate --> Integrate --> Enrich

Answer: C

Reference:
ftp://ftp.software.ibm.com/software/commerce/emptoris/offers/ZZW03161- USEN-00.pdf

QUESTION: 39
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

Answer: A

QUESTION: 40
A customer would NOT use Contract Management to become best in class via:

A. Obligation control
B. Contract Authoring
C. Gaining Contract Visibility
D. Running eAuctions

Answer: D

QUESTION: 41
Which topic below is not a typical business driver for Supplier Lifecycle
Management?

A. Optimize the Procure-to-Pay- Process
B. Supply Chain Disruption
C. Corporate Social Responsibility
D. Brand Protection

Answer: C

QUESTION: 42
Which of the following is NOT one of the Contract Management value props?

A. Enterprise scalability, organization templates, fallback clauses, and approvals
B. Gain visibility of global disparate spend data
C. Manage contractual obligations, get timely alerts and auto-generated renewals
D. Single view of searchable contract language with enterprise security control

Answer: B