

# IBM

## Exam M2050-655

### IBM Emptoris Services Procurement Sales Mastery Test v1

Version: 6.0

[ Total Questions: 45 ]

**Question No : 1**

Which of the following best describes the impact (according to customer case studies) of Services Procurement on time to fill contingent worker positions?

- A. Cycle time remains about the same, but Services Procurement provides improved visibility into WHERE requests are in the process
- B. Cycle time increases slightly but it is worth it for increased compliance to preferred supplier lists
- C. Fully automating the request-to-fill process can reduce the time-to-fill cycle time for contingent labor positions by 75%
- D. Cycle time improved slightly due to less reliance on e-mail

**Answer: C**

**Question No : 2**

For Projects heavily focused on temporary labor spend, this stakeholder group will have heavy influence on policy, strategy, and compliance issues:

- A. Finance
- B. Internal Control
- C. Human Resources
- D. Procurement

**Answer: C**

**Question No : 3**

In Services Procurement, a Hybrid Program is best described as:

- A. Using SOW and Hourly Temporary workers on the same project
- B. Portions of services (i.e. Labor) are managed by a Service Provider (BPO or MSP) or Master Vendor and other locations or categories are run by internal teams
- C. Utilizing Supplertiering to distribute spend to different suppliers
- D. Temporary workers working under both hourly agency contracts and outsourced or SOW for the same company

**Answer: D**

**Question No : 4**

Which of the following is typically NOT a key driver for CPOs related to services spend?

- A. Delivering hard dollar cost reductions
- B. Increasing Supplier Pool
- C. Reducing Risk in the Supply Chain
- D. Improving Compliance and usage of approved suppliers

**Answer: C**

**Question No : 5**

Which of the following is typically NOT a justification for using a 3rd party service provider?

- A. The function performed by the supplier is not core to buyer's business
- B. The function performed by the supplier is too dangerous for employees to perform
- C. The supplier can provide the service at a lower cost
- D. Create a variable workforce cost to adjust to demand fluctuation

**Answer: B**

**Question No : 6**

Which one of these statements is the most accurate in describing the Savings typically realized in deploying a Services Procurement Solution?

- A. The savings are typically hard cost reductions derived from using lower cost suppliers, error reductions, and improved pricing through consolidation
- B. The savings are typically soft-cost reductions and difficult to measure
- C. The savings are on-time in nature
- D. The savings are largely derived from lower administrative costs

**Answer: C**