

IBM

Exam M8060-653

IBM Emptoris Strategic Supply Management Sales Mastery Test v1

Version: 6.0

[Total Questions: 42]

Question No : 1

Which of the following does not contribute to Emptoris' win rate?

- A. Prospect has identified a transformation goal
- B. Scalability
- C. CPO is disengaged
- D. Prospect has experience with our competition

Answer: C

Question No : 2

From a point-of-entry perspective, for a procurement organization, Contract Management can be positioned to the prospect as a way to:

- A. Manage a supplier's lifecycle
- B. Gain visibility and control
- C. Pay temporary labor
- D. Track and score suppliers

Answer: A

Question No : 3

Where does Supplier Lifecycle Management outperform our competitors?

- A. Ability to source complex categories (cap ex, direct materials)
- B. They lack the ability to manage all of the rate variability and work completion tracking, so compliance is much weaker than Emptoris.
- C. Contract document management
- D. Our competitors do not possess the ability to segment the supplier base across multiple categories, geographies and business units to manage performance and evaluate capabilities at a local or global dimension

Answer: D

Question No : 4

Which of the following is not a competitor to Emptoris in Contract Management?

- A. Selectica
- B. Tangoe
- C. Ariba
- D. Upside

Answer: B

Reference: <http://www.itqlick.com/Products/3448>

Question No : 5

Which of the following does not qualify as a prospect?

- A. Annual budget for software is \$50k
- B. Number of mobile devices is greater than 1,000
- C. Customer is currently considering Ariba, Bravo, CombineNet, Ilasta
- D. Annual spend with the suppliers is greater than \$400m

Answer: D

Question No : 6

What is an invalid buying scenario?

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

Answer: B

Question No : 7

The value of an integrated SLM solution includes the following, except?