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**Vendor:**IBM

**Exam Code:**00M-653

**Exam Name:**IBM Emptoris Strategic Supply  
Management Sales Mastery Test v1

**Version:**Demo

### QUESTION 1

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

Correct Answer: C

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### QUESTION 2

Who is not a main stream competitor?

- A. SAP
- B. Upside
- C. Ariba
- D. Hiperos

Correct Answer: D

Reference:[http://blogs.forrester.com/andrew\\_bartels/11-12-15-ibms\\_acquisition\\_of\\_emptoris\\_moves\\_it\\_squarely\\_into\\_the\\_epurchasing\\_software\\_market\\_watch\\_out\\_for\\_f](http://blogs.forrester.com/andrew_bartels/11-12-15-ibms_acquisition_of_emptoris_moves_it_squarely_into_the_epurchasing_software_market_watch_out_for_f)

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### QUESTION 3

For a company seeking to become best in class in terms of strategic supply management, where would Sourcing fall within this journey?

- A. Manage performance
- B. Visibility
- C. Scale and harvest savings opportunities
- D. Business control

Correct Answer: D

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### QUESTION 4

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, Ista
- D. Annual spend with the suppliers is greater than \$400m

Correct Answer: D

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#### QUESTION 5

From the selection list below, which option best describes why a customer would purchase the Spend Analysis solution?

- A. Manage "at risk" suppliers
- B. Move contracts through faster to win more deals
- C. To bring more spend under management
- D. Guarantee more "on-time" delivery from suppliers

Correct Answer: C

Reference: [https://www.google.com/url?sa=t&drct=j&ndq=and&src=s&ndsource=web&ndcd=7&ndcad=rja&ndved=0CFsQFjAG&ndurl=http%3A%2F%2Fassetsproduction.govstore.service.gov.uk%2FGiii%2520Attachments%2FIBM%2520UNITED%2520KIN%2520LTD%2FBids%2FArchive1%2FIBM\\_G\\_Cloud\\_III%2520V1.1%2FIBM%2520Emptoris%2520Shared%2520Service%2520%2520Service%2520Description%2520v5.3%2520Feb%25202013.docx&ei=Ot9KUoroAo2w4QTrmoHQCA&ndusg=AFQjCNFhcgaajHtmrSdzU3QxC-YjzdVw&ndsig2=x8ujBpRKzM1NC-SRv2ByQg](https://www.google.com/url?sa=t&drct=j&ndq=and&src=s&ndsource=web&ndcd=7&ndcad=rja&ndved=0CFsQFjAG&ndurl=http%3A%2F%2Fassetsproduction.govstore.service.gov.uk%2FGiii%2520Attachments%2FIBM%2520UNITED%2520KIN%2520LTD%2FBids%2FArchive1%2FIBM_G_Cloud_III%2520V1.1%2FIBM%2520Emptoris%2520Shared%2520Service%2520%2520Service%2520Description%2520v5.3%2520Feb%25202013.docx&ei=Ot9KUoroAo2w4QTrmoHQCA&ndusg=AFQjCNFhcgaajHtmrSdzU3QxC-YjzdVw&ndsig2=x8ujBpRKzM1NC-SRv2ByQg)

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#### QUESTION 6

Leading questions to identify pain points includes the following, except?

- A. Do you have any suppliers break your corporate responsibility standards?
- B. Do you know your strongest/weakest performing suppliers?
- C. Do you know if your suppliers are compliant to your regulatory requirements?
- D. What is your spend volume with your suppliers?

Correct Answer: B

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#### QUESTION 7

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

- A. Prospect has identified a transformation goal

- B. Scalability
- C. CPO is disengaged
- D. Prospect has experience with our competition

Correct Answer: C

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#### **QUESTION 8**

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

Correct Answer: B

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#### **QUESTION 9**

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

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

Correct Answer: B

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

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#### **QUESTION 10**

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

Correct Answer: C

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**QUESTION 11**

Identify the best way in class companies can leverage Supplier Lifecycle Management technologies?

- A. Use a contract clause library
- B. Provide 360 degree, comprehensive supplier visibility
- C. Use classification algorithms to classify invoice spend
- D. Use a catalog to store approved products and services

Correct Answer: A

Reference:<http://www-304.ibm.com/industries/publicsector/fileservice?contentid=243307>

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**QUESTION 12**

Spend Analysis delivers visibility to all users across a variety of means. Which is not one of them?

- A. Standard reports
- B. Configurable personalized dashboards
- C. Mine Spend opportunities
- D. Text messages

Correct Answer: C

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