



IBM

00M-653

*IBM Emptoris Strategic Supply Management Sales Mastery
Test v1*

D. Compliance

Answer: C

QUESTION: 39

Where does Spend Analysis fit into the Category Compliance Solutions chevron in the Buy segment of Smarter Commerce's Plan to Settle Process?

- A. Step 3
- B. Step 2
- C. Step 1
- D. Step 8

Answer: A

QUESTION: 40

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: 41

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: 42

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

Answer: A

Reference:

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

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