



**IBM**

**M8060-653**

*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**

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