Vendor: IBM

Exam Code: M2050-653

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

Version: DEMO

QUESTION 1
There are many benefits derived from Emptoris Sourcing. Which is not one?

A. Enforce compliance to standard process
B. Actively monitor supplier risk
C. Increase Adoption with RFx Wizards and Templates
D. Analyze "Non-Price" Factors to award suppliers

Answer: A

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

QUESTION 2
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 3
Who is not a main stream competitor?

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

Answer: D

Explanation:
http://blogs.forrester.com/andrew_bartels/11-12-15-
ibms_acquisition_of_emptoris_moves_it_squarely_into_the_epurchasing_software_market_watc
h_ out_for_f

QUESTION 4
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

Answer: C

Explanation:

https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=7&cad=rja&ved=0CFsQFjA
G &url=http%3A%2F%2Fassets-
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