

# QUESTIONS & ANSWERS

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**IBM**

## **M2020-620**

*IBM Risk Analytics Sales Mastery Test v1*



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- C. Vertical/Industry Strategy
- D. Geographic strategy

**Answer:** D

**QUESTION:** 19

What business improvements will the IBM Risk Analytics solution set help a business achieve?

- A. Reduced cost of IT procurement
- B. Mitigation of Credit and Market Losses
- C. Increased efficiency of Algorithmics Trading platform
- D. Improving propensity analysis

**Answer:** B

**QUESTION:** 20

According to independent studies, what measure has IBM used to validate to the market the value of adopting Smarter Analytics solutions?

- A. That companies increase their volumes of data.
- B. That companies create bigger networks.
- C. That companies out perform their competitors.
- D. That companies are able to tie their performance to the average in their industry.

**Answer:** C

**QUESTION:** 21

Which Risk Analytics solution focuses on helping companies deliver Governance, Risk and Compliance (GRC)?

- A. Algo Liquidity
- B. OpenPages
- C. Algo Financial Modeler
- D. Algo One

**Answer:** B

**Reference:**

<http://www-01.ibm.com/software/analytics/rte/an/risk-compliance/index.html>

**QUESTION:** 22

To create better business outcomes, Smarter Analytics helps companies turn data into information and information into ?

- A. Intellect
- B. Intelligence
- C. Insight
- D. Interest

**Answer:** C

**Reference:**

<https://www-935.ibm.com/services/au/gbs/bao/SmarterAnalyticsForBetterBusinessOutcomes.pdf>(page 5, IBM Smarter Analytics for better business outcomes)

**QUESTION:** 23

To help companies understand their progress on a Smarter Analytics maturity model, IBM helps companies access their Analytics Quotient (AQ). What is one aspect of a client's business that is scored to measure a company's AQ maturity?

- A. The level of Risk they Measure in their business
- B. The volume of data they process
- C. The number of nodes used to process data
- D. The ability to anticipate future events and results

**Answer:** A

**QUESTION:** 24

What is one of the key benefits that IBM Risk Analytics focuses on delivering to meet the identified industry imperatives?

- A. Improved customer life cycle management
- B. End to end process improvement
- C. Increased customer profitability
- D. Risk aware business processes

**Answer:** D



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