

QUESTIONS & ANSWERS

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IBM

M8060-655

*IBM Emptoris Services Procurement Sales Mastery Test
v1*



DEMO

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QUESTION: 40

Which of these is LEAST likely to be a compelling reason to seek a Services Procurement Solution?

- A. Major Incident or Tragedy where supplier work has damaged reputation of hiring company
- B. Mandate to eliminate paper based processes across the business
- C. Major cost reduction initiatives to remain competitive or improve operating margins
- D. Merger or Acquisition vastly expands spend volume and size of supplier pool

Answer: C

QUESTION: 41

Which of the following would NOT be considered a typical 'Hot Button Issue' related to Services Procurement?

- A. Reducing Maverick Spending
- B. Enforcing Headcount Limitations
- C. Gaining Visibility over Outsourced Services and Contract Labor
- D. Ensuring Compliance with Corporate and Government Regulations

Answer: B

QUESTION: 42

Which of the following is typically NOT a key driver for CPOs related to services spend?

- A. Delivering hard dollar cost reductions
- B. Increasing Supplier Pool
- C. Reducing Risk in the Supply Chain
- D. Improving Compliance and usage of approved suppliers

Answer: C

QUESTION: 43

Which of the following would be considered a fundamental weakness of ERP vendors

in the Services Procurement Market?

- A. They only handle goods procurement
- B. The ERP solutions often lack internal support for expanded usage
- C. 'Shopping Cart' & catalog eprocurement solutions do not work well for services buyers
- D. ERP implementation partners do not understand the services procurement marketplace

Answer: B

QUESTION: 44

In Services Procurement, a Hybrid Program is best described as:

- A. Using SOW and Hourly Temporary workers on the same project
- B. Portions of services (i.e. Labor) are managed by a Service Provider (BPO or MSP) or Master Vendor and other locations or categories are run by internal teams
- C. Utilizing Supplertiering to distribute spend to different suppliers
- D. Temporary workers working under both hourly agency contracts and outsourced or SOW for the same company

Answer: D

QUESTION: 45

Which of these internal client projects best indicates an opportunity to position services procurement?

- A. Procurement initiative to ensure that 90% of all contracts are competitively awarded
- B. Centralize control of Management and IT Consultants to standardize services and pricing
- C. Improve supplier diversity by increasing usage of small and disadvantaged businesses
- D. Independent Audit of the contractual commitment reporting process

Answer: D

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