

IBM 000-M249

**IBM Cognos Financial Performance Management Sales
Mastery Test v1
Version: 4.2**

QUESTION NO: 1

Which agenda item is assigned the highest priority by Chief Information Officers (CIOs), according to studies by IBM and Gartner?

- A. compliance
- B. business analytics
- C. mobility solutions
- D. risk management

Answer: B

Explanation:

QUESTION NO: 2

Which financial reporting format, supported by IBM Clarity FSR, is quickly becoming the global standard for exchanging business information because of how efficiently data can be tagged and analyzed?

- A. GAAP
- B. XBRL
- C. IFRS
- D. EDGAR

Answer: B

Reference:<http://en.wikipedia.org/wiki/XBRL>

QUESTION NO: 3

An organization is struggling to efficiently meet the financial reporting requirements in their country. Which offering is designed specifically to help this customer automate their entire compliance lifecycle?

- A. OpenPages UG
- B. OpenPages Audit
- C. OpenPages Operational Risk Management (ORM)
- D. OpenPages Financial Controls Management (FCM)

Answer: D

Reference:[http://www-](http://www-304.ibm.com/partnerworld/gsd/solutiondetails.do?solution=29004&lc=en&stateCd=P&page=1&sa=true(Solution%20description))

[304.ibm.com/partnerworld/gsd/solutiondetails.do?solution=29004&lc=en&stateCd=P&page=1&sa=true\(Solution description\)](http://www-304.ibm.com/partnerworld/gsd/solutiondetails.do?solution=29004&lc=en&stateCd=P&page=1&sa=true(Solution description))

QUESTION NO: 4

Which product is best suited for a company looking to automate their electronic financial reporting processes to ensure regulatory compliance?

- A. Clarity FSR
- B. OpenPages ITG
- C. Cognos Controller
- D. Cognos TMI

Answer: C

Reference:<http://www-01.ibm.com/software/analytics/cognos/controller/features-and-benefits.html>(first paragraph)

QUESTION NO: 5

What is NOT one of the three ways the world is changing according to the IBM Smarter Planet message?

- A. intricate
- B. instrumented
- C. interconnected
- D. intelligent

Answer: A

Reference:<http://www.ibm.com/smarterplanet/us/en/overview/ideas/>

QUESTION NO: 6

Which IBM Cognos solution is designed to replace spreadsheet-based high volume analytics while keeping the familiar interface?

- A. Cognos 8 Planning
- B. Cognos 8 Reporting
- C. Cognos Go' Dashboards
- D. Cognos TM1

Answer: D