

IBM

Exam M2020-624

IBM Risk Analytics for Governance Risk and Compliance Sales Mastery Test v1

Version: 6.0

[Total Questions: 24]

Question No : 1

What is one key question to ask your prospects who are evaluating Governance, Risk and Compliance solutions?

- A. How does your organization currently document and report on employee new hire sales training certifications?
- B. How effective are your current sales metrics?
- C. What is your organization currently using to document, test and report on your financial control compliance?
- D. Do you have visibility into your sales pipeline throughout your organization?

Answer: C

Question No : 2

OpenPages GRC can be extended to address other areas of risk and compliance initiatives.

What functional areas or processes could buyers benefit from when using the OpenPages GRC Platform?

- A. Vendor risk management, business continuity management
- B. Credit risk, liquidity risk
- C. Human resources, expense reporting
- D. IT governance, marketing campaigns

Answer: A

Question No : 3

Analyst reports (Gartner and Forrester) have named IBM OpenPages as one of the leaders for enterprise Governance. Risk and Compliance platforms.

Who are three main competitors who have been identified by the analysts in this space?

- A. BWISE. Thomson Reuters. Oracle
- B. Oracle. Microsoft. SAP
- C. SAP. BWISE, HP