IBM

Exam M2090-615

IBM Business Analytics Performance Management Sales Mastery Test v2

Version: 6.0

[Total Questions: 47]

Question No : 1

Which statement is TRUE regarding IBM's Business Analytics SPM solutions?

A. It allows sales reps to manage shadow accounting.
B. It helps sales managers build compensation plans online.
C. It is typically owned and managed by business users.
D. Its predictive analytics module is used extensively by the finance team.

Answer: C

Question No : 2

Corporate budgeting, forecasting and reporting can be a major contributor to a company's success Yet, for many companies, this usually involves investing a great deal of time to coordinate and results in an outdated budget that has little effect on the company's business.

Which of the following is often attributed as major contributor to the challenges around annual budgeting?

A. Automation of the key process
B. The talent of the finance staff
C. Ability to access to data
D. Widespread use of spreadsheets and email

Answer: A

Question No : 3

What is one of the major difficulties today's companies are facing in the area of financial planning and analytics?

A. Too much effort spent maintaining budgets and forecasts
B. Lack of talent in finance departments
C. Access to financial data sources
D. Incomplete functionality for complex global financial consolidation

Answer: A

Question No : 4

Which office often receives the greatest share of performance management budget and is increasingly a strategic sponsor on enterprise-wide performance management initiatives?

A. Finance
B. Operations
C. Sales
D. Customer service

Answer: A

Question No : 5

Which role is riot responsible for system-based data governance?

A. Chief Information Officer
B. Chief Financial Officer
C. Controller
D. VP of Sales or Marketing

Answer: A

Question No : 6

In addition to Incentive Compensation Management and Territory Management, which activities can be accomplished with IBM's Business Analytics SPM Solutions?

A. A Channel Management and Quota Planning
B. Customer Relationship Management and Channel Management
C. Sales Forecasting and Quota Planning
D. Customer Relationship Management and Sales Forecasting

Answer: A
Reference:
http://public.dhe.ibm.com/partnerworld/pub/swg/Varicent_Post_Close_Reference_Summar