

# IBM

## Exam M8060-655

### IBM Emptoris Services Procurement Sales Mastery Test v1

Version: 6.0

[ Total Questions: 45 ]

**Question No : 1**

Which of the following is NOT a source of Savings Realization using Emptoris Services Procurement?

- A. Automatic monitoring SLA violations and calculation penalties in outsourcing contracts
- B. Discount and Rebate Capture - automatically apply volume discounts
- C. Contractual Rate Enforcement- prevent exceeding contracted pricing
- D. Maverick Spend Reduction - enforcing use of preferred suppliers

**Answer: B**

**Question No : 2**

A Master Supplier in the Contingent Staffing industry:

- A. Fills all staffing requests for a client
- B. Acts as the central payment point for multiple subsidiaries of a staffing company
- C. Holds the highest industry certification for Staffing Excellence
- D. Receives all temporary staff orders first and may choose to fill the order or distribute to secondary suppliers

**Answer: D**

**Question No : 3**

All of the following are generally true about the Services Procurement solutions EXCEPT:

- A. CIOs generally welcome alternatives to in-house ERP solutions
- B. The Solutions are designed for Large Companies with significant services spend
- C. Software as a Service (SaaS) is the most common deployment model
- D. Implementation costs are low and ROI is usually less than 12 months

**Answer: A**

**Question No : 4**

SAP's primary competing product for Services Procurement is called:

- A. Supplier Relationship Management (SRM)
- B. SAP Buyer Portal (SBP)
- C. Contractor Time Sheet Tracking (CTST)
- D. Workforce Manager (WM)

**Answer: D**

**Question No : 5**

Contingent Workers are best defined as:

- A. Any worker who's arrangement differs from regular/permanent, direct wage, and salary employment
- B. Self-Employed individuals
- C. Any worker who completes a time card to compute wages
- D. Any worker who's job is not considered permanent

**Answer: A**

**Question No : 6**

Based on customer case studies, one of the major shortcomings of eProcurement solutions built for goods is:

- A. Goods centric eProcurement workflow is insufficient for approving service orders
- B. Goods centric eProcurement invoicing modules are too rigid to support services invoices
- C. Goods centric Supplier Network fees discourage enrollment
- D. Goods centric solutions support one-way interactions: place an order, receive invoice, but there's no collaboration, resource assignment, and timesheeting in-between

**Answer: D**

**Question No : 7**

Managed Service Provider (MSP) and Vendor Management System (VMS) fees most