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Exam : **00M-620**

Title : IBM Risk Analytics Sales
Mastery Test v1

Vendors : IBM

Version : DEMO

NO.1 In IBM Risk Analytics, IBM studies show that setting aside additional capital made no impact on businesses in a crisis.

What is it that has been proved to improve business survival in the same crisis scenario?

- A. Additional data to work with
- B. External consulting support
- C. Increased market confidence through evidentially better business management
- D. A more dynamic acquisition strategy

Answer: C

NO.2 What are two of the key weighted assessment criteria used to assess the industry solution in the Chartis 2011 RiskTech100@ study of the top technology companies active in the risk management market?

- A. Market presence and organizational strength
- B. Data handling and processing speed
- C. Organizational strength and data handling
- D. Processing speed and market presence

Answer: A

Reference:http://chartis-research.com/files/RiskTech100-2011-FullReport_RR1120.pdf(page 6, see success factors)

NO.3 To help companies understand their progress on a Smarter Analytics maturity model, IBM helps companies access their Analytics Quotient (AQ).

What is one aspect of a client's business that is scored to measure a company's AQ maturity?

- A. The level of Risk they Measure in their business
- B. The volume of data they process
- C. The number of nodes used to process data
- D. The ability to anticipate future events and results

Answer: A

NO.4 According to the 2012 Gartner Magic Quadrant report for enterprise Governance, Risk and Compliance (GRC) platforms, what is one of the key strengths identified for OpenPages?

- A. Core system ability
- B. Offering Strategy
- C. Vertical / Industry Strategy
- D. Geographic strategy

Answer: C

Reference:http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-compliance-platforms-2012_70384698.pdf(see page 5, strengths, last para)

NO.5 Which one of the following risk types can the Algorithmics Risk Analytics solution set help measure, manage and mitigate?

- A. Liquidity Risk
- B. Information Security Risk
- C. Operational Risk

D. Systems Risk

Answer: A

Reference:<http://www-01.ibm.com/software/analytics/algorithmics/>(first para)

NO.6 How does IBM describe the benefits of horizontal integration?

- A. Better integration of data elements cross the business
- B. Elimination of silos and enablement of a comprehensive view of risks
- C. Better granularity of risk measures in the middle office
- D. Improvements of measure of credit risk from front to back of the enterprise

Answer: A

Reference:http://www.ibm.com/investor/events/investor0512/presentation/04_Enterprise_Productivity.pdf(slide 6&7)

NO.7 According to the IBM Financial Markets Framework, name a key area of financial enterprise that IBM can now provide a solution for, with its acquisition of the Algorithmics solution set?

- A. Algorithmic Trading
- B. Operational Risk and Compliance
- C. Next Generation Trading Infrastructure
- D. CVA and Hedging Optimization

Answer: A

Reference:<http://public.dhe.ibm.com/common/ssi/ecm/en/fab03002usen/FAB03002USEN.PDF>(page 4)

NO.8 Which one of the following is a business process that the IBM Risk Analytics portfolio is focused on improving?

- A. Deploying predictive maintenance capabilities
- B. Reducing customer churn
- C. Reducing the cost of compliance
- D. Improving propensity analysis

Answer: C

Reference:<http://www-03.ibm.com/software/products/us/en/category/SWQ40>(4th bullet)

NO.9 Which Risk Analytics solution focuses on helping companies deliver Governance, Risk and Compliance (GRC)?

- A. Algo Liquidity
- B. OpenPages
- C. Algo Financial Modeler
- D. Algo One

Answer: B

Reference:<http://www-01.ibm.com/software/analytics/rte/an/risk-compliance/index.html>(read the entire page)

NO.10 According to independent studies, what measure has IBM used to validate to the market the value of adopting Smarter Analytics solutions?

- A. That companies increase their volumes of data.
- B. That companies create bigger networks.
- C. That companies out perform their competitors.
- D. That companies are able to tie their performance to the average in their industry.

Answer: C