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P8060-028

IBM Emptoris Strategic Supply Management
Technical Mastery Test v1

DEMO

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QUESTION 1

Supplier Assessment is used to?

- A. Maintain a supplier classification
- B. Assess a suppliers performance
- C. Understand the spend volume of a supplier
- D. Carry out a more detailed qualification process

Answer: D

QUESTION 2

Emptoris SLM has sophisticated evaluation criteria including by category and by region. Who do we compete with most with this capability?

- A. SAP
- B. Oracle
- C. Ariba
- D. Aravo

Answer: D

QUESTION 3

In the terms of the "auction checklist" which is considered HIGHLY important prior to running a reverse auction?

- A. Suppliers have verbally agreed to the auction terms and conditions.
- B. Pricing has already been collected.
- C. Suppliers have agreed to continue negotiations after the auction.
- D. Stakeholders have agreed to meet after the auction to analyze the bids and decide on next steps.

Answer: B

QUESTION 4

On-boarding new suppliers is managed by?

- A. Supplier Development
- B. Supplier Risk
- C. Supplier Qualification
- D. Supplier Evaluation

Answer: C

QUESTION 5

What is the primary concept associated with reverse auction?

- A. Allow buyers to speak with the incumbent supplier(s) during an auction to encourage competition.
- B. Bid compression. Efficiently achieve market price in hours versus weeks.
- C. Allow suppliers to increase RFP pricing, if necessary.
- D. Make it easy for a buyer to make an award decision.

Answer: B

QUESTION 6

KPI's are used to calculate?

- A. Supplier Cost
- B. Supplier Classifications
- C. Supplier Performance Scores
- D. Category Strategy

Answer: C

QUESTION 7

Which of the following is NOT completed via Contract Management search capability:

- A. Saved searches
- B. Run reports from search screen
- C. Configurable search parameters
- D. Downloadable results

Answer: B

QUESTION 8

Which of the following is NOT considered a benefit of a reverse auction?

- A. Allows for the recreation and exploitation of a competitive environment.
- B. Real-time supplier price revision based upon actual market conditions.
- C. Multiple 'rounds' of negotiation conducted at once.
- D. Specifications do not need to be very specific; suppliers can bid on an "apples to oranges" basis.

Answer: C

QUESTION 9

RFx's may be created several ways. Which is not one of them?

- A. Word document import
- B. Via a template
- C. Excel import
- D. Within the UI

Answer: A