



Vendor: IBM

Exam Code: M2020-615

Exam Name: IBM Business Analytics Performance
Management Sales Mastery Test v2

Version: DEMO

QUESTION 1

Which component of IBM Cognos TM1 is designed for power users to maintain dimensions, cubes, rules, integration, and security?

- A. TM1 Executive Viewer
- B. TM1 Web
- C. TM1 Excel
- D. TM1Server Explorer

Answer: D

Explanation:

Reference:ftp://ftp.boulder.ibm.com/software/data/sw-library/cognos/ch/de/de_CH_Martin_Moser_Infoseminar_TM1_C8.pdf(slide 6, see TM1 server explorer)

QUESTION 2

Which of following statements is TRUE regarding the benefits of IBM's Business Analytics SPM solutions for management and sales executives?

- A. Scenario modeling helps determine appropriate plan changes resulting in better decision making
- B. Input forms and Presenter allow quick changes to data and reports.
- C. Visibility into details viewed by direct reports helps resolve inquiries faster.
- D. Process Lists keep common tasks organized and ensure nothing is missed.

Answer: A

QUESTION 3

Which of the following is not a challenge that IBM's Enterprise Disclosure Management solutions are specifically designed to address?

- A. Unable to bring together BI data and performance management reports and combine them with narrative analysis.
- B. Easily query data and create ad-hoc reports
- C. Time consuming manual processes, replacing them with intelligent process design and automation
- D. Inability to effectively manage security, controls and governance

Answer: D

QUESTION 4

Which of the following industries is most likely to face issues around high employee turnover, introducing and managing SPIF programs and store transfers?

- A. Insurance
- B. Retail
- C. Banking
- D. High-Tech

Answer: D

QUESTION 5

Which of the following characteristics positions IBM's Enterprise Disclosure Management solution when electronic filing is a key requirement?

- A. Timely, accurate delivery of performance reports and narrative analysis to internal and external stakeholders.
- B. Standardize and automate manual processes
- C. Speeds and simplifies creation of reports that require use of XBRL - i.e. extensible business reporting language
- D. Reduces the risk of errors inherent in spreadsheet-based processes and activities

Answer: A

Explanation:

Reference: <http://www.newcomp.com/EN/solutions/EnterpriseDisclosureManagement.cfm>

QUESTION 6

What is the most comprehensive way that the office of finance can use business intelligence and performance management to make even their own department more efficient?

- A. To protect profitable customers and manage unprofitable ones
- B. To drive dynamic Financial Performance Management (FPM) practices through automation
- C. To improve sales forecasting
- D. To connect to multiple data sources

Answer: B

QUESTION 7

What are the three ways the world is changing according to the IBM Smarter Planet message?

- A. Intricate, instrumented, interconnected
- B. Instrumented, intricate, intelligent
- C. Instrumented, intelligent, interconnected
- D. Intelligent, instrumented, intricate

Answer: C

Explanation:

Reference: [http://www-03.ibm.com/ibm/history/ibm100/us/en/icons/smarterplanet/\(3rdpara\)](http://www-03.ibm.com/ibm/history/ibm100/us/en/icons/smarterplanet/(3rdpara))

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