Vendor: IBM

Exam Code: M2020-624

Exam Name: IBM Risk Analytics for Governance Risk and Compliance Sales Mastery Test v1

Version: DEMO

QUESTION 1
Which option is not a pain point when selling a Governance, Risk and Compliance solution to the identified buyers?

A. Line of business managers lack risk data and intelligence to evaluate risk exposure
B. Lack of a central repository to track risk and control self-assessments
C. No integrated reporting across risk management activities
D. Automated system to report risk exposure trends

Answer: D

QUESTION 2
What regulations or areas of regulations would a typical public multinational firm be subject to that can be addressed using the OpenPages GRC framework model?

A. Employee Privacy (FDIC), Public Health and Safety, Health and Human Services
B. Privacy (Gramm-Leach-Bliley Act), Industry specific (Basel II), Government (Dodd-Frank Act)
C. Consumer Credit Protection Act (FDIC), Energy and Utilities Acts
D. Credit Risk and Regulatory Capital, Counterparty Credit Risk

Answer: B

QUESTION 3
What is one of the most common issues to listen for from a client who would benefit from deploying IBM OpenPages GRC solution?

A. The client is looking for an advanced calculation engine to calculate capital and market values.
B. The organization is designed around a soloed approach, resulting in redundant data collection and an expensive model to maintain.
C. Business users would like to be more proactive and look for trends in the business using predictive analytics.
D. Report users require a XBRL format report to present to regulators.

Answer: C

QUESTION 4
Analyst reports (Gartner and Forrester) have named IBM OpenPages as one of the leaders for enterprise Governance, Risk and Compliance platforms. Who are three main competitors who have been identified by the analysts in this space?

A. BWise, Thomson Reuters, Oracle
B. Oracle, Microsoft, SAP
C. SAP, BWise, HP
D. Oracle, Archer, SAS

Answer: A

Explanation:
http://www.citia.co.uk/content/files/magic-quadrant-for-enterprise-governance-risk-and-compliance-platforms-2012_70384698.pdf (page 2, see figure 1)

QUESTION 5
OpenPages PCM is a critical component of implementing an enterprise-wide governance and risk framework. Which benefit can be found within OpenPages PCM?

A. Provides the compliance team with the ability to view and monitor overall organizational compliance posture in single dimensions.
B. Provides a static approach to compliance that with standardized procedures and naming conventions.
C. Delivers static reports that can be used to ensure compliance risks are understood and guarantee that issues are remediated quickly.
D. Provides the compliance team with the ability to view and monitor overall organizational compliance posture in multiple dimensions.

Answer: D

Explanation:
http://public.dhe.ibm.com/common/ssi/ecm/en/ytd03088usen/YTD03088USEN.PDF(page 2, 3rd row third column of the table)

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