



**Vendor:** IBM

**Exam Code:** M2020-623

**Exam Name:** IBM Risk Analytics for Asset Management  
Sales Mastery Test v1

**Version:** DEMO

**QUESTION 1**

Which of the following would assist in qualifying a prospect for the Portfolio Construction and Risk Management Managed edition?

- A. Are you interested in an in-house installed risk system?
- B. Do you want to reduce your investment in risk management infrastructure?
- C. Do you want to manage data and model configuration in-house?
- D. Do you need to keep your data in-house?

**Answer: B**

**QUESTION 2**

Which of the following is a common element of all three (3) editions of the IBM Algorithmics Portfolio Construction & Risk Management Solution for Asset Managers solution?

- A. Sets of preconfigured risk reports
- B. A web-based interface
- C. Advanced risk analytics
- D. Interactive ad hoc risk analysis

**Answer: C**

**Explanation:**

<http://public.dhe.ibm.com/common/ssi/ecm/en/yts03066usen/YTS03066USEN.PDF> (page 2, second para)

**QUESTION 3**

Regulators are focusing on which of the following for compliance requirements?

- A. Target client base
- B. Headquarters geographic location
- C. Know your client criteria
- D. Risk Exposure and Analytics

**Answer: D**

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