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Exam : **P8060-028**

Title : IBM Emptoris Strategic Supply
Management Technical
Mastery Test v1

Vendor : IBM

Version : DEMO

NO.1 What is not an example of a function within Sourcing Desktop Intelligence (SDI)?

- A. Analyze supplier rankings.
- B. Look at supplier bids with statistics.
- C. Carry an RFP directly into a Reverse Auction.
- D. Compare supplier responses side by side.

Answer: C

NO.2 Contract Management reduces contract review times by:

- A. Providing a scalable solution
- B. Utilizing the interview wizard
- C. Reducing staff
- D. Online approval management

Answer: D

NO.3 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

NO.4 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

NO.5 A Supplier Questionnaire can be automatically released?

- A. After a certain date
- B. When their status changes
- C. When their score is greater than a predefined value
- D. When their renewal cycle is triggered

Answer: C

NO.6 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