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Exam : **M8060-655**

Title : IBM Emptoris Services Procurement Sales Mastery Test v1

Version : DEMO

1.Which of the following best describes the impact (according to customer case studies) of Services Procurement on time to fill contingent worker positions?
A. Cycle time remains about the same, but Services Procurement provides improved visibility into WHERE requests are in the process
B. Cycle time increases slightly but it is worth it for increased compliance to preferred supplier lists
C. Fully automating the request-to-fill process can reduce the time-to-fill cycle time for contingent labor positions by 75%
D. Cycle time improved slightly due to less reliance on e-mail
Answer: C

2.For Projects heavily focused on temporary labor spend, this stakeholder group will have heavy influence on policy, strategy, and compliance issues:
A. Finance
B. Internal Control
C. Human Resources
D. Procurement
Answer: C

3.In Services Procurement, a Hybrid Program is best described as:
A. Using SOW and Hourly Temporary workers on the same project
B. Portions of services (i.e. Labor) are managed by a Service Provider (BPO or MSP) or Master Vendor an other locations or categories are run by internal teams
C. Utilizing Supplertiering to distribute spend to different suppliers
D. Temporary workers working under both hourly agency contracts and outsourced or SOW for the same company
Answer: D

4.Which of the following is typically NOT a key driver for CPOs related to services spend?
A. Delivering hard dollar cost reductions
B. Increasing Supplier Pool
C. Reducing Risk in the Supply Chain
D. Improving Compliance and usage of approved suppliers
Answer: C

5.Which of the following is typically NOT a justification for using a 3rd party service provider?
A. The function performed by the suppler is not core to buyer's business
B. The function performed by the supplier is too dangerous for employees to perform
C. The supplier can provide the service at a lower cost
D. Create a variable workforce cost to adjust to demand fluctuation
Answer: B