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**Vendor:**IBM

**Exam Code:**M2020-624

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

**Version:**Demo

### QUESTION 1

GRC solutions assist with overcoming the challenges of managing risk across the organization. What is one of the key capabilities with using a GRC tool to overcome these challenges?

- A. Disparate systems, multiple data marts and spreadsheets
- B. No visibility into risk posture
- C. Centralized, multi-regulatory platform
- D. Integration with social media

Correct Answer: C

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### QUESTION 2

What does the IBM OpenPages GRC Platform allows organizations to do?

- A. Manage a predictive analytics framework to report to multiple regulators.
- B. Manage XBRL content for Solvency II Pillar 3 requirements.
- C. Manage risk and compliance across multiple regulations, including Basel II and Solvency II.
- D. Manage risk and compliance across multiple regulations, excluding Basel II and Solvency II.

Correct Answer: C

<http://www-01.ibm.com/software/analytics/openpages/> (second bullet)

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### QUESTION 3

OpenPages solutions provide the capability to integrate with other IBM analytics products. What IBM analytics tools provide the ability to uncover unexpected patterns, trends and associations from their risk and compliance data?

- A. Websphere, SPSS
- B. Cognos, SPSS
- C. TM1, Tivoli
- D. Lombardi, Cognos

Correct Answer: B

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### QUESTION 4

What roles are held within an organization by the primary buyers of Governance, Risk and Compliance (GRC)

solutions?

A. IT Managers, Customer Support Managers

B. Chief Risk Officer (CRO), Chief Compliance Officer (CCO), Chief Information Officer (CIO), Chief Financial Officer (CFO)

C. Human resource manager

D. Marketing Director

Correct Answer: B

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#### **QUESTION 5**

What is one benefit for maintaining a centralized library of laws, regulations, and best practices?

A. Harmonized compliance programs for departments and focus areas to promote a standardized and efficient compliance approach

B. Unstructured documentation and remediation of regulatory requirements

C. Non-standard compliance for all regulations to deliver a holistic understanding of all compliance risks

D. De-centralized repository for managing and synchronizing governance with multiple regulations

Correct Answer: A

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#### **QUESTION 6**

OpenPages GRC can be extended to address other areas of risk and compliance initiatives. What functional areas or processes could buyers benefit from when using the OpenPages GRC Platform?

A. Vendor risk management, business continuity management

B. Credit risk, liquidity risk

C. Human resources, expense reporting

D. IT governance, marketing campaigns

Correct Answer: D

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#### **QUESTION 7**

Which one of the following capabilities is NOT necessary for a fully scalable integrated risk and compliance management solution?

A. Document management and workflow

B. Issue remediation, integrated dashboards and dimensional reporting

- C. Disparate systems and reporting
- D. Surveys, assessments and key metrics

Correct Answer: C

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#### **QUESTION 8**

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

Correct Answer: B

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#### **QUESTION 9**

What are the key trends that drive Governance, Risk and Compliance initiatives?

- A. Regulatory oversights and risk quantification
- B. Lack of visibility into risk exposure
- C. Decreasing governance demands
- D. Soloed risk and compliance initiatives

Correct Answer: D

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#### **QUESTION 10**

The Enterprise Governance, Risk and Compliance (EGRC) platform market derives from the need for entities to improve the oversight of corporate governance. What is one definition of EGRC?

- A. The state or fact of according with or meeting rules and standards.
- B. A risk arising from execution of a company's business functions.
- C. The management, measurement, remediation and reporting of controls and risks against objectives in accordance with rules, regulations, standards, policies and business decisions.
- D. A set of agreements set by the Basel committee on Bank Supervision, which provides recommendations on banking regulations to capital.

Correct Answer: C

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**QUESTION 11**

What is one key question to ask your prospects who are evaluating Governance, Risk and Compliance solutions?

- A. How does your organization currently document and report on employee new hire sales training certifications?
- B. How effective are your current sales metrics?
- C. What is your organization currently using to document, test and report on your financial control compliance?
- D. Do you have visibility into your sales pipeline throughout your organization?

Correct Answer: C

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**QUESTION 12**

Which of the following statements is a principle of GRC convergence?

- A. Requires collaboration and coordination.
- B. Enables the client to assess risks many times and satisfy few.
- C. Is a natural occurrence in any organization.
- D. Has no impact on the culture or the organisation.

Correct Answer: A