



M2020-623

IBM Risk Analytics for Asset Management Sales Mastery Test v1

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QUESTION NO: 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 NO: 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

Reference:

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

QUESTION NO: 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

QUESTION NO: 4

Which one of the following will the Chief Operating Officer (COO) care about?

- A. Performance
- B. Meeting regulatory compliance
- C. Understanding and managing risks
- D. Decision support

Answer: C

QUESTION NO: 5

Which of the following are Asset Owners and Managers doing to reduce the risk in their portfolios?

- A. Increasing diversification
- B. Increasing local Investment
- C. Increasing investment in alternative instruments
- D. Limiting investment to government issued securities

Answer: C

Reference: http://www-01.ibm.com/common/ssi/rep_ca/0/897/ENUS213-530/ENUS213-530.PDF (page 7)

QUESTION NO: 6

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

- A. Are you looking for a hosted solution for risk management?
- B. Are you looking for your risk vendor for data management and acquisition?
- C. Do you need to reduce latency in your operations?
- D. Are you interested in a comprehensive portfolio modeling environment?

Answer: D

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