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**Title**: IBM Risk Analytics for

**Banking Sales Mastery Test** 

v1

Version: DEMO

- 1. What would most concern a credit risk analyst has within commercial banking?
- A. Having access to reports on Potential Future Exposure on a portfolio of FX products
- B. Having access to reports on loan origination and credit limit utilization
- C. Having tools to validate the market risk factors for scenario generation
- D. Having tools to report on wrong-way risk in the trading book portfolio

Answer: B

- 2. Which bank has successfully applied the Integrated Market and Credit Risk solution to provide pre-deal CVA measures to the front office?
- A. Nedbank
- B. Scotiabank
- C. Citigroup
- D. Bank of New York Mellon

Answer: B

- 3. What is a key value proposition for the Strategic Business Planning solution?
- A. Provides a central and single view of the customer, control over the entire credit sanctioning, approval and activation process
- B. Correlates risks through integrated stress testing which prepares the bank for market-wide stress situations
- C. Runs RiskWatch-based calculations to ensure consistency across all calculations and risk areas
- D. Takes a "top-down" view that aggregates pre-calculated results from multiple risk systems (Algorithmics. IBM.in-house. other vendors), providing risk and return analysis

Answer: D