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**Title**: IBM Risk Analytics for

Insurance and Pensions

Sales Mastery Test v1

Version: Demo

- 1. Which is the appropriate qualifying question for a prospect for the IBM Algorithmics Actuarial & Financial Modeler?
- A. Are you struggling to adapt your current actuarial models to address new business requirements?
- B. Are you building an internal model for Economic Capital or Solvency II?
- C. What are your plans for consolidating input data from various systems'?
- D. What methodology do you use to aggregate market and non-market risk?

## Answer: B Explanation:

Algorithmics Actuarial and Financial Modeling provides a range of business benefits, including:

\*Advanced actuarial modeling to undertake the full spectrum of global actuarial calculations, and address the challenges of 'real-world', principles-based modeling.

Supports regulatory compliance including Solvency II and other regimes.

- \*Scalable modeling and production infrastructure enables full transparency, audit, workflow and control over the modeling process.
- \*Critical decision support enables more effective, risk-informed business strategies.
- \*Helps reduce actuarial costs and optimize ease of use with swift implementation and processing speeds. Note:
- \*Supports regulatory compliance

Enhances confidence with a secure modeling and production environment that supports compliance across a range of risk-based regulatory and other supervisory regimes, including Solvency II and IFRS.

- 2. Which type of global insurance company must comply with the regulations introduced by Solvency II?
- A. European-based Life insurer with GPW of less than 5M Euros
- B. A Tokyo-based multi-line insurer with an open market value of more than 100M Euros
- C. A London-based multi-line insurer with GPW of 10M Euros
- D. A North American based Property & Casualty Insurer with GPW of S10M

## Answer: C Explanation:

- \*Solvency II is an EU legislative programme to be implemented in all 27 Member States, including the UK. It introduces a new, harmonised EU-wide insurance regulatory regime. The legislation replaces 13 existing EU insurance directives.
- \*The Solvency II Directive 2009/138/EC is an EU Directive that codifies and harmonises the EU insurance regulation. Primarily this concerns the amount of capital that EU insurance companies must hold to reduce the risk of insolvency.
- 3. What is the product at the core of the IBM Algorithmics Economic Capital and Solvency II: Compliance and Reporting Edition?
- A. Netteza
- B. IBM Algorithmics Actuarial & Financial Modeler
- C. Collateral Management
- D. Open Pages for Insurance Risk

Answer: B Explanation:

Compliance and Reporting Edition

- \*Offers a pre-configured, robust and rapid implementation solution for Solvency II that focuses on a Standard Formula approach. Provides you with the capabilities of Algo Financial Modeler, a powerful actuarial and financial modeling engine, combined with a workflow, governance and reporting tool to deliver an end-to-end solution for Solvency II
- \*Algo Financial Modeler can either calculate liability cashflows or act as an aggregation layer to consolidate cashflows generated by existing actuarial systems.
- \*Offers the flexibility to scale up to the more advanced feature set of the Enterprise Edition to meet the challenges of changing business requirements and growth.