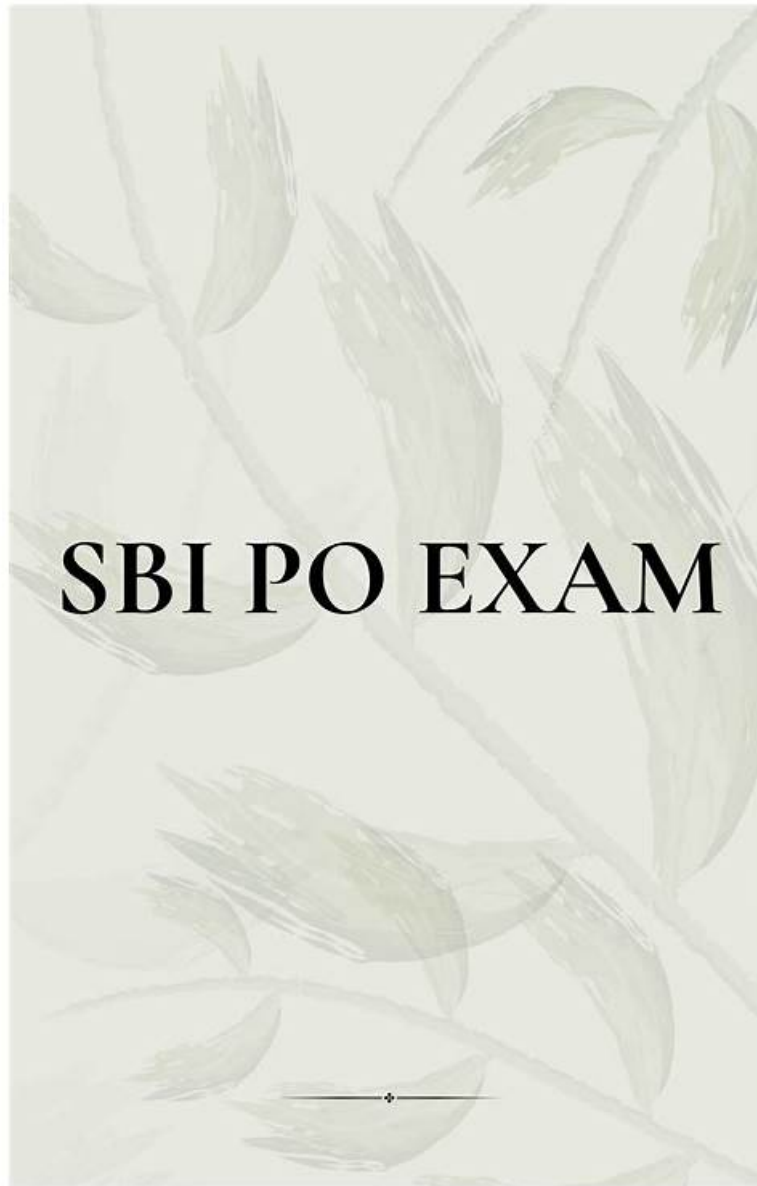


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NEW QUESTION # 24

Which of the following are the benefits of integrating SAP's spend management single Source-to-Pay (S2P) platform? Note: There are 2 correct answers to this question.

- A. Improved access to consistent information across all stakeholders.
- B. Enhanced ability to personalize procurement strategies for different departments.
- C. Elimination of manual data entry, reducing error risks.
- D. Increase in time required to negotiate contracts.

Answer: A,C

NEW QUESTION # 25

What are the key functionalities of SAP Ariba Sourcing with AI that streamline the sourcing process? Note: There are 3 correct answers to this question.

- A. Generates a list of supplier preferences and locations
- B. Suggests AI-driven contract terms
- C. Offers tailored questions for suppliers based on historic sourcing activity
- D. Seamlessly integrates information from spreadsheets into requests
- E. Generates a list of potential suppliers based on user preferences and historical purchases

Answer: B,C,E

NEW QUESTION # 26

In SAP Fieldglass, which AI enhancement aids buyers in reflecting clear job requirements without bias to their suppliers?

- A. AI-generated SOW descriptions
- B. AI-assisted creation of statements of work
- C. AI-generated resume analysis
- D. AI-assisted position summary

Answer: A

NEW QUESTION # 27

What feature in SAP Fieldglass helps reduce the screening time of candidates by showcasing the most relevant skills and qualifications using AI?

- A. Conventional role-change entries
- B. Traditional manager referrals
- C. AI-generated work statements
- D. AI-generated resume analysis

Answer: D

NEW QUESTION # 28

What is the purpose of discovery questions in initial customer discussions?

- A. To negotiate pricing and terms of the deal
- B. To demonstrate the unique features of your solution
- C. To gain insights and tailor your discussion more effectively
- D. To expedite the sales cycle and close deals faster

Answer: C

NEW QUESTION # 29

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