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SAP Certified Associate - Positioning SAP Business AI Solutions as part of SAP Business Suite Sample Questions (Q62-Q67):

NEW QUESTION # 62

How does SAP AI support sales and marketing automation?

Please choose the correct answer.

Response:

- A. By automating workforce planning
- **B. By providing AI-driven lead scoring and customer insights**
- C. By managing cloud infrastructure
- D. By generating payroll reports

Answer: B

NEW QUESTION # 63

If a company implements SAP's Business AI offerings comprehensively, all things being equal, which bottom-line benefits could they expect? Note: There are 2 correct answers to this question.

- A. Gross profit increase: up to 1.4%
- B. Revenue increase: up to 1.4%
- C. Revenue increase: up to 3.5%
- D. Gross profit increase: up to 3.5%

Answer: A,C

Explanation:

Implementing SAP Business AI comprehensively can lead to significant financial benefits. According to SAP's official documentation, businesses can expect:

* An estimated 1.4% increase in gross profits.

* An estimated 3.5% increase in revenue.

These figures are based on SAP's analysis of the impact of AI-driven efficiencies and enhancements across various business processes. For instance, a company with €10 billion in revenue could see an annual bottom-line benefit of €141 million and a revenue impact of €352 million.

NEW QUESTION # 64

Which SAP Business AI solutions are used for automating business workflows? Note: There are 2 correct answers to this question.

- A. SAP SuccessFactors
- B. SAP Intelligent Robotic Process Automation (RPA)
- C. SAP Conversational AI
- D. SAP Extended Warehouse Management

Answer: B,C

Explanation:

SAP Business AI provides solutions to automate business workflows, streamlining repetitive tasks and enhancing process efficiency. The correct answers are SAP Intelligent Robotic Process Automation (RPA) and SAP Conversational AI, as these solutions are specifically designed to automate workflows using AI-driven capabilities.

SAP documentation states: "SAP Intelligent RPA automates repetitive business tasks such as data entry, document processing, and workflow execution by combining robotic process automation with AI capabilities." This enables organizations to streamline processes like invoice processing or order management, reducing manual effort. SAP Conversational AI, powered by Joule, supports workflow automation by

"enabling natural language interactions to trigger and manage business processes." For example, Joule can

"automate case classification and resolve customer inquiries" by integrating with workflow systems, enhancing efficiency in service and support processes.

The incorrect options-SAP Extended Warehouse Management and SAP SuccessFactors-are not focused on general workflow automation. SAP Extended Warehouse Management is tailored to logistics and inventory management, not broad workflow automation. SAP SuccessFactors focuses on HR processes, such as recruitment and talent management, not general business workflows. SAP's emphasis on automation, as seen in solutions like SAP Business Technology Platform, confirms the suitability of SAP Intelligent RPA and SAP Conversational AI for this purpose.

NEW QUESTION # 65

Which key advantage does SAP Business AI provide to organizations?

Please choose the correct answer.

Response:

- A. Manual business process execution
- B. Automated financial accounting processes
- C. Isolated data storage without AI integration

- D. Predictive insights for decision-making

Answer: D

NEW QUESTION # 66

Which SAP solution helps businesses calculate and report the carbon footprint of their products?

Please choose the correct answer.

Response:

- A. SAP BusinessObjects Financial Consolidation
- B. SAP Product Footprint Management
- C. SAP Cloud Platform Integration
- D. SAP Sales and Distribution

Answer: B

NEW QUESTION # 67

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