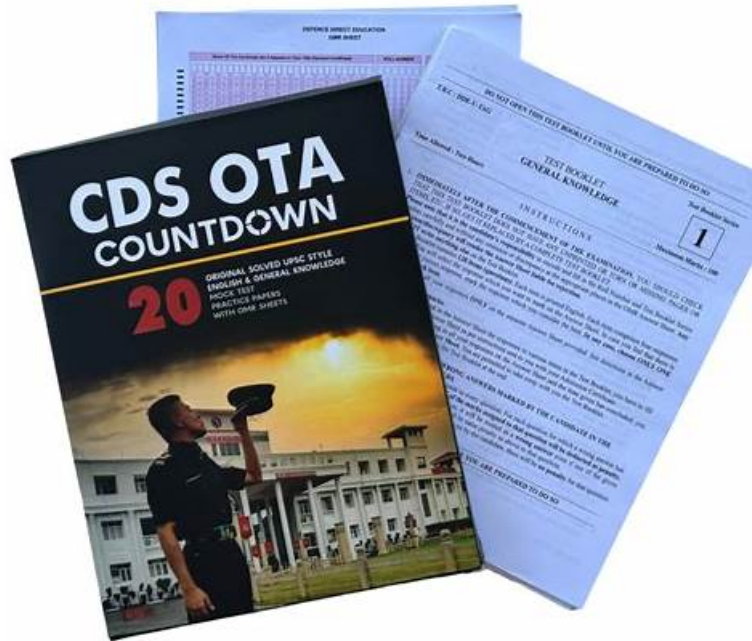


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Topic	Details
Topic 1	<ul style="list-style-type: none"> Positioning SAP Spend Management Solutions: This section of the exam measures the skills of SAP Sales Consultants and Solution Architects and focuses on articulating the business value and competitive differentiators of SAP Spend Management. It covers how to position these solutions effectively in customer conversations, showcasing how they address cost control, risk mitigation, and supplier performance when compared to alternative offerings.
Topic 2	<ul style="list-style-type: none"> Discovering SAP Spend Management Solutions: This section of the exam measures the skills of SAP Consultants and Procurement Analysts and covers the foundational aspects of SAP Spend Management. It evaluates your understanding of key modules such as sourcing, procurement, and invoice management. You'll need to demonstrate how these solutions support strategic procurement, drive operational efficiency, and integrate with core finance.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q29-Q34):

NEW QUESTION # 29

What is the main benefit of using SAP Business Technology Platform (BTP) for procurement?

- **A. Optimize procurement processes using seamless integration and automation**
- B. Tailor services for business transformation goals
- C. Enhance procurement and expense management across the organization
- D. Improve manual procurement processes

Answer: A

NEW QUESTION # 30

Which of the following features are part of SAP Concur's solutions designed to streamline business processes and improve efficiency? Note: There are 3 correct answers to this question.

- **A. Mobile access for managing and booking business trips through the SAP Concur mobile app**
- B. One-click start-to-finish booking of travel and expense
- **C. Integration of travel booking with automated expense reporting to simplify the travel expense management process**
- **D. Provision of real-time insights from consolidated spending data on travel and expenses to aid in budgeting and forecasting**
- E. Creation of personalized travel itineraries for employees based on their preferences

Answer: A,C,D

NEW QUESTION # 31

Which aspect of SAP Ariba showcases its end-to-end capabilities?

- A. Enhanced focus on non-PO invoices
- B. Isolation of spend data across different departments
- **C. Automation of procurement processes from sourcing to payment**
- D. Tracking of supplier performance

Answer: C

NEW QUESTION # 32

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

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

Answer: A

NEW QUESTION # 33

Which of the following elements of the SAP Spend Management's Source-to-Pay (S2P) platform contribute to enhanced compliance? Note: There are 2 correct answers to this question.

- A. Enhanced ability to prepare forecast reports for financial planning

- B. Provision of audit trails and documentation features
- C. Built-in compliance checks and automated workflows
- D. Manual verification processes to ensure compliance with regulations

Answer: B,C

NEW QUESTION # 34

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