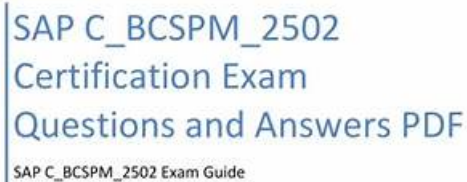


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Topic	Details
Topic 1	<ul style="list-style-type: none">Positioning SAP Spend Management Solutions: This section of the exam measures the skills of SAP Sales Consultants and Solution Architects and focuses on articulating the business value and competitive 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 (Q23-Q28):

NEW QUESTION # 23

Which strategy is crucial for successfully managing travel and expenses using SAP Concur solutions?

- A. Prioritizing the frequent traveler's preferences
- B. Enforcing uniform travel policies that apply to all employees, regardless of their role
- **C. Understanding and defining key personas involved in the process, to tailor solutions to their distinct priorities**
- D. Focusing on the perspectives of C-suite executives when evaluating SAP Concur solutions

Answer: C

NEW QUESTION # 24

What are the primary benefits of SAP Ariba for businesses? Note: There are 3 correct answers to this question.

- **A. Improved supplier collaboration**
- **B. Compliance and risk management**
- C. Enhanced travel expense reports
- **D. Increased cost efficiency**
- E. Limiting integration with other external systems

Answer: A,B,D

NEW QUESTION # 25

How does RISE with SAP enhance spend management capabilities?

- **A. By facilitating cloud transformation**
- B. By increasing complexity of procurement automation
- C. By focusing on on-premise systems
- D. By reducing focus on cloud solutions

Answer: A

NEW QUESTION # 26

What challenges could potential clients face that would lead them to implement SAP Fieldglass? Note: There are 2 correct answers to this question.

- A. Time-consuming onboarding
- B. Fragmented labor management
- C. Workforce payments
- D. Data privacy regulation issues

Answer: A,B

NEW QUESTION # 27

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

Answer: B,D

NEW QUESTION # 28

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