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## SAP Certified Associate - Positioning SAP Business Suite via SAP Financial Management Solutions Sample Questions (Q34-Q39):

### NEW QUESTION # 34

Which processes does SAP Global Trade Services most closely support?

Note: There are 2 correct answers to this question.

- A. Production
- **B. Purchasing**
- C. Marketing
- **D. Sales**

**Answer: B,D**

Explanation:

Comprehensive and Detailed 150 to 250 words of Explanation From Positioning SAP Business Suite via SAP Financial Management Solutions documents:

SAP Global Trade Services (GTS) is an essential component of the finance and risk landscape, specifically designed to manage the complexities of international trade. It is most closely integrated with the Sales and Purchasing processes. In the Purchasing (Procurement) process, GTS ensures that goods being imported meet all regulatory requirements, checks for sanctioned suppliers, and calculates the appropriate customs duties to be included in the landed cost.

In the Sales (Order-to-Cash) process, GTS performs critical "Sanctioned Party Screening" to ensure that the company is not selling to prohibited individuals or entities. It also manages export licenses and ensures that the goods being shipped comply with the export laws of the origin country and the import laws of the destination. If a violation is detected during either the Sales or Purchasing cycle, GTS can automatically place a "block" on the transaction in the SAP S/4HANA core, preventing further processing until the issue is resolved. This tight integration ensures that trade compliance is not a bottleneck but a real-time safeguard embedded into the supply chain and financial workflows. Marketing and Production, while related to the business, do not typically trigger the cross-border legal and financial compliance checks that define the core function of SAP GTS.

### NEW QUESTION # 35

Which of the following are core solution areas in SAP Finance and Risk?

Note: There are 2 correct answers to this question.

- A. Sales Order Processing
- **B. Governance, Risk, and Compliance**
- **C. Treasury Management**
- D. Asset Management Platform

**Answer: B,C**

Explanation:

Comprehensive and Detailed 150 to 250 words of Explanation From Positioning SAP Business Suite via SAP Financial Management Solutions documents:

The SAP Finance and Risk portfolio is designed to provide a comprehensive framework for managing an organization's financial integrity and regulatory exposure. Within this framework, Treasury Management and Governance, Risk, and Compliance (GRC) are two of the most critical core solution areas. Treasury Management focuses on the lifecycle of cash and financial risk, providing tools for liquidity management, debt and investment handling, and secure bank connectivity. It ensures that the finance department can protect the company's assets while optimizing its financial performance.

Complementing this, Governance, Risk, and Compliance (GRC) provides the "defensive" layer of the finance function. It includes solutions for managing internal controls, identity access governance, and international trade compliance. By automating these processes, SAP helps organizations move away from siloed, manual risk management to an integrated approach where risks are identified and mitigated in real-time. Together, these two areas provide the CFO with both the "offensive" capability to manage capital (Treasury) and the "defensive" capability to protect the enterprise (GRC). While Sales Order Processing (A) and Asset Management (B) are essential parts of the broader SAP S/4HANA ERP, they are considered operational supply chain or maintenance functions rather than the core "Finance and Risk" solution areas used to position SAP's financial leadership.

### NEW QUESTION # 36

What SAP solution is tailored to use machine learning for automating and optimizing payment processing in the invoice-to-Cash cycle?

- **A. SAP Cash Application**
- B. Taulia Receivables

- C. SAP Digital Payments add-on
- D. SAP Multi-Bank Connectivity

**Answer: A**

Explanation:

Comprehensive and Detailed 150 to 250 words of Explanation From Positioning SAP Business Suite via SAP Financial Management Solutions documents:

One of the most labor-intensive tasks in the finance department is the manual matching of incoming bank payments with open invoices, especially when remittance information is missing or incorrect. SAP Cash Application is the specific solution designed to solve this problem by leveraging machine learning (ML).

Unlike traditional rule-based algorithms that require constant manual updating, SAP Cash Application learns from the historical actions of your accounting team.

The solution analyzes previous payment behaviors and clearing patterns to automatically propose matches for incoming payments. As the system "sees" more data, its accuracy improves, allowing it to handle complex scenarios like partial payments or consolidated payments for multiple invoices. This significantly reduces the

"Days Sales Outstanding" (DSO) and frees up the accounts receivable team to focus on exception handling rather than repetitive data entry. For a CFO, this translates to improved working capital management and lower operational costs. While SAP Multi-Bank Connectivity handles the secure transfer of data and the Digital Payments add-on manages credit card/e-wallet integrations, it is SAP Cash Application that provides the intelligent automation required to optimize the Invoice-to-Cash cycle through AI.

### NEW QUESTION # 37

Which essential capabilities are needed to effectively support subscriptions and recurring revenue models in the Quote-to-Cash process?

Note: There are 2 correct answers to this question.

- A. Automated payment collection and handling of receivables.
- B. Automated proposal generation for potential customers.
- C. Real-time inventory tracking and management.
- D. Flexible creation of bundled offerings with varied pricing plans.

**Answer: A,D**

Explanation:

Comprehensive and Detailed 150 to 250 words of Explanation From Positioning SAP Business Suite via SAP Financial Management Solutions documents:

As companies transition from traditional one-time product sales to "As-a-Service" models, the Quote-to-Cash (Q2C) process must evolve to handle significantly higher complexity. Two essential capabilities for this transition are flexible creation of bundled offerings and automated payment collection.

The ability to create bundled offerings is critical because subscription models often involve a mix of physical goods, digital services, and professional maintenance, all with varied pricing plans (e.g., flat fees, usage-based, or tiered pricing). SAP S/4HANA enables the "Monetize" capability, allowing businesses to configure these complex bundles quickly to meet market demand.

Furthermore, because subscription models generate a high volume of frequent, lower-value transactions, automated payment collection and handling of receivables is vital. Manual processing of thousands of monthly subscription payments is impossible at scale. SAP's Q2C solutions automate the entire lifecycle- from recurring billing and credit card processing to the reconciliation of payments and the management of

"dunning" (collection) processes for failed payments. This automation ensures high cash flow predictability and reduces the administrative overhead associated with managing a large-scale recurring revenue stream.

While inventory tracking (A) and proposal generation (C) are relevant to general commerce, they are not the specific "Subscription-enabling" capabilities emphasized in the SAP Financial Management Q2C framework.

### NEW QUESTION # 38

What are future features with which AI agents are expected to facilitate the Quote to Cash process?

Note: There are 2 correct answers to this question.

- A. Proactively cut business ties with unreliable customers.
- B. Automatically solve dispute cases without supervision.
- C. Recommend working-capital strategies to treasury.
- D. Identify high-risk collections transactions.

**Answer: C,D**

Explanation:

Comprehensive and Detailed 150 to 250 words of Explanation From Positioning SAP Business Suite via SAP Financial Management Solutions documents:

As SAP moves toward "Autonomous Finance," AI agents are expected to evolve from simple automation to proactive decision support within the Quote-to-Cash (Q2C) and Treasury cycles. One key future feature is the ability for AI to identify high-risk collections transactions before they become problematic. By analyzing vast amounts of historical payment behavior, external credit scores, and market trends, AI can flag specific customers or invoices that are likely to result in a dispute or late payment, allowing the collections team to intervene early.

Another advanced capability is the use of AI to recommend working-capital strategies to treasury. In this scenario, the AI agent analyzes the company's current cash position, upcoming payables, and projected receivables to suggest the most efficient use of capital—such as whether to take advantage of early payment discounts or to invest excess liquidity. While AI will significantly assist in solving dispute cases (Option A), doing so "without supervision" is generally not the goal for complex financial disputes, as human oversight remains critical for relationship management. Similarly, cutting ties with customers (Option B) remains a strategic human decision. The value of AI in SAP's roadmap lies in its ability to provide predictive "risk identification" and "strategic recommendations" to enhance human decision-making.

### NEW QUESTION # 39

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