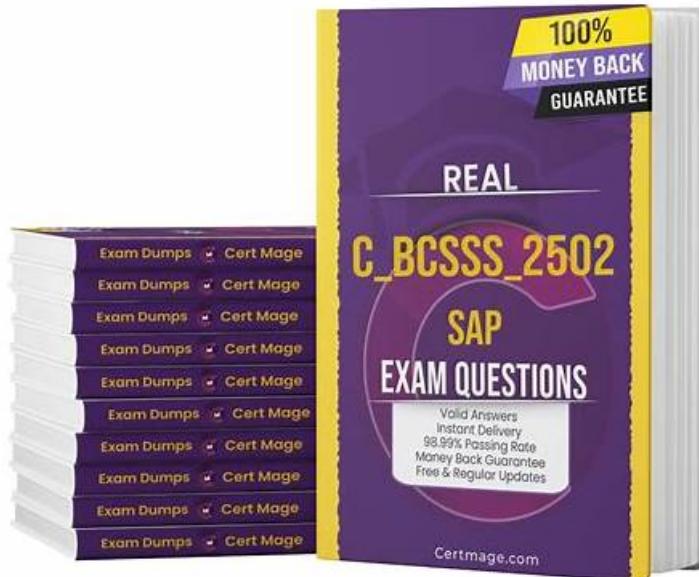


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Topic	Details
Topic 1	<ul style="list-style-type: none">Discovering SAP Spend Management Solutions: This section of the exam measures the skills of SAP Consultants and Procurement Analysts and covers the foundational aspects of SAP Spend Management. 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.
Topic 2	<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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q24-Q29):

NEW QUESTION # 24

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

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

Answer: B

NEW QUESTION # 25

How do customers benefit from implementing SAP Ariba?

- A. Expanding on-premise solutions
- B. Expanding the complexity of procurement processes
- **C. Narrowing sourcing for direct materials only**
- D. Increasing focus on manual order processing

Answer: C

NEW QUESTION # 26

How does SAP Ariba enable businesses to align with sustainability goals? Note: There are 2 correct answers to this question.

- **A. By fostering relationships with environmentally responsible suppliers**
- B. By focusing on cost savings
- C. By prioritizing the need for manual compliance measures
- **D. By providing tools to track and manage environmental impacts**

Answer: A,D

NEW QUESTION # 27

What are the key benefits of using the SAP Fieldglass Analytics Add-on? Note: There are 3 correct answers to this question.

- A. Automates report creation
- **B. Interactive dashboards**
- **C. Access to real-time data**
- **D. Benchmarking KPIs**
- E. Replaces the need for standard reporting

Answer: B,C,D

NEW QUESTION # 28

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

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

Answer: C

NEW QUESTION # 29

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