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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q15-Q20):

NEW QUESTION # 15

Which key points should be discussed when presenting SAP Business Suite to the COO? Note: There are 3 correct answers to this question.

- A. Integrated processes
- B. Automated financial processes
- C. Real-time visibility
- D. Expense savings through local suppliers
- E. Competitive AI capabilities

Answer: A,B,C

Explanation:

Solution:

The three key points to highlight when presenting SAP Business Suite to the COO, based on the official narrative on learning.sap.com, are:

- * Real-time visibility (A): COOs need agility and resilience, which come from having real-time operational insights to make better decisions.
- * Integrated processes (B): SAP Business Suite eliminates silos and connects functions such as procurement, finance, manufacturing, and logistics, enabling seamless cross-functional collaboration.
- * Automated financial processes (D): Higher levels of automation, including in finance, boost productivity and speed-reducing waste in time and resources.

Options C and E are not emphasized in the COO narrative on learning.sap.com.

NEW QUESTION # 16

Which features in SAP IBP assist manufacturers in mitigating the impact of sudden demand spikes and maintaining supply chain stability? Note: There are 2 correct answers to this question.

- A. Optimized delivery schedules
- B. Trend monitoring
- C. Automated supplier contracts
- D. Risk assessment

Answer: B,D

Explanation:

Solution:

Based on content from learning.sap.com, the two correct features in SAP IBP that help manufacturers mitigate sudden demand spikes and maintain supply chain stability are:

- A. Risk assessment
SAP IBP (especially through the Supply Chain Control Tower) enables systematic risk assessment, real-time alerting, and scenario simulation to identify and mitigate supply chain disruptions.
- C. Trend monitoring

Within IBP's demand planning capabilities, tools like time-series analysis and demand sensing help detect trends and anomalies, allowing manufacturers to proactively adjust forecasts and supply plans learning.sap.com.

The other options are not supported by learning.sap.com:

- * B. Automated supplier contracts - relates to procurement (e.g., SAP Ariba), not core IBP capabilities.
- * D. Optimized delivery schedules - this is part of execution/logistics, not directly a core IBP feature for handling demand spikes.

Therefore, the correct answers are A and C

NEW QUESTION # 17

How does carrier selection functionality in SAP TM optimize freight management in the global logistics network? Note: There are 2 correct answers to this question.

- A. Improves production planning for transported materials
- B. Focuses on the lowest cost option available
- C. Ensures transparency in transportation processes
- D. Automates international procurement processes

Answer: B,C

Explanation:

Solution:

The two correct benefits of the carrier selection functionality in SAP TM are:

1. Ensures transparency in transportation processes - The system provides a ranked list of eligible carriers, displaying real carrier rates, availability, and constraints, which promotes clarity in decision making.
2. Focuses on the lowest cost option available - During carrier selection, SAP TM uses optimization algorithms to find the most cost-effective carrier, taking into account constraints such as cost, priority, and equipment capacity.

Therefore, the correct answers are:

- * A. Focuses on the lowest cost option available
- * C. Ensures transparency in transportation processes

NEW QUESTION # 18

How does SAP Business Network support real-time order tracking and dispute resolution in retail? Note: There are 2 correct answers to this question.

- A. Simplifies manufacturing processes, strengthening coordination within the company
- B. Provides supply chain visibility for informed decision-making with partners
- C. Allows digital collaboration through connections with trading partners
- D. Increases operational efficiency through automation of internal financial processes

Answer: B,C

Explanation:

Solution:

The two correct answers from learning.sap.com are:

- * A. Allows digital collaboration through connections with trading partners SAP Business Network enables real-time collaboration and document exchange-purchase orders, confirmations, ship notices, invoices-with both SAP and non-SAP suppliers, allowing all parties to interact via a unified platform
- * C. Provides supply chain visibility for informed decision-making with partners It also integrates with Global Track & Trace to deliver real-time order tracking details-shipment status, ETAs, delays-and supports event-based communications to resolve disputes faster.

Options B and D are not emphasized in learning.sap.com's context for order tracking and dispute resolution in retail.

NEW QUESTION # 19

How do discussions of supply chain challenges help align SAP Business Network's digital interaction with COO goals?

- A. By investigating employee training needs
- B. By studying marketing strategies to improve audience reach
- C. By addressing visibility and collaboration
- D. By focusing on financial performance metrics

Answer: C

Explanation:

Solution:

The correct answer from learning.sap.com is:

- * D. By addressing visibility and collaboration

Discussions about supply chain challenges are directly aligned with COO goals as they emphasize enhancing transparency throughout the supply chain and fostering digital collaboration with partners. This alignment supports effective, resilient operations and ensures the COO's focus on seamless connectivity and real-time visibility is met.

NEW QUESTION # 20

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