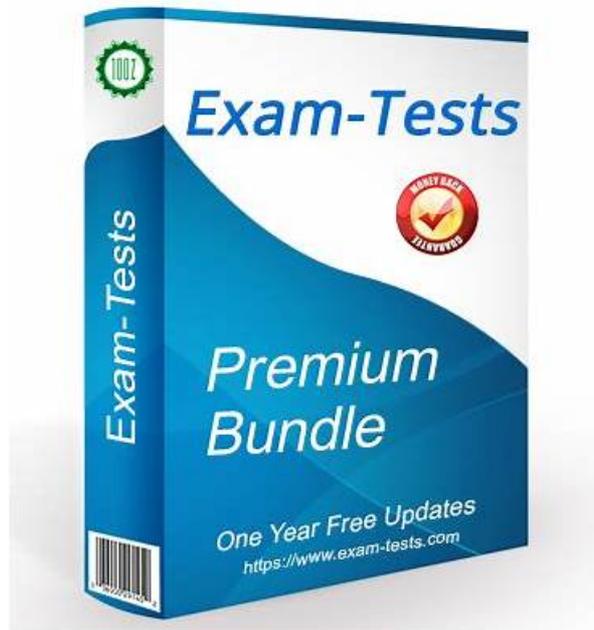


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SAP Certified Associate - Positioning SAP Business Suite via SAP Financial Management Solutions Sample Questions (Q11-Q16):

NEW QUESTION # 11

The head of which finance function is most committed to streamlining operations through automation?

- **A. Treasury and Shared Service Operations**
- B. Sales / Revenue
- C. Accounting and Controlling
- D. Audit, Compliance, and Tax

Answer: A

Explanation:

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

While all finance functions benefit from efficiency, the head of Treasury and Shared Service Operations is typically the most committed to streamlining operations through automation. Shared Service Centers (SSCs) are designed specifically to centralize and process high volumes of transactional data-such as accounts payable, accounts receivable, and travel expenses-across the entire enterprise. For these leaders, "efficiency is the product." Automation in Treasury and Shared Services is critical because manual processing in these areas leads to high operational costs, human error, and liquidity risks. By implementing solutions like SAP Cash Application (for automated payment matching) and SAP Multi-Bank Connectivity (for automated bank communications), these leaders can significantly reduce the cost per transaction and shorten processing times.

In the Treasury function, automation ensures that cash visibility is instantaneous, allowing for more effective liquidity management and risk mitigation. While Accounting and Controlling (Option B) also seek automation, their focus is often more on data integrity and closing speed, whereas Shared Services and Treasury are fundamentally driven by the operational "throughput" and cost-efficiency that only high-level automation can provide.

NEW QUESTION # 12

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

- A. SAP Digital Payments add-on
- B. SAP Multi-Bank Connectivity
- C. Taulia Receivables
- **D. SAP Cash Application**

Answer: D

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 # 13

Which processes does SAP Global Trade Services most closely support?

Note: There are 2 correct answers to this question.

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

Answer: C,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 # 14

What are the key drivers for the transformation of the finance function?

Note: There are 3 correct answers to this question.

- **A. Navigating transformation**
- **B. Managing uncertainty**
- **C. Ensuring compliance and sustainability**
- D. Designing resilient supply chains
- E. Prioritizing agile development

Answer: A,B,C

Explanation:

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

The transformation of the finance function is driven by the need for the CFO to move from an operational manager to a strategic advisor. SAP identifies three primary drivers for this shift: Ensuring compliance and sustainability, Navigating transformation, and Managing uncertainty. "Navigating transformation" refers to the shift toward digital business models and the need to optimize internal processes for greater efficiency and growth. This requires a modern technology platform that can handle the speed of today's business.

"Ensuring compliance and sustainability" is driven by the increasing complexity of global regulations and the rise of ESG (Environmental, Social, and Governance) reporting requirements. Finance is now responsible for tracking and reporting non-financial metrics with the same rigor as financial ones. Finally, "Managing uncertainty" is a critical driver in a volatile global economy. CFOs must be able to predict the impact of external shocks—such as inflation, currency shifts, or geopolitical events—through real-time scenario planning and predictive analytics. While supply chain resilience (Option B) and agile development (Option D) are important enterprise-wide goals, they are not the primary financial drivers specifically used to position the transformation of the finance department within the SAP Financial Management framework.

NEW QUESTION # 15

Which of the following is a key benefit of SAP Business Suite?

- A. Batch-based reporting
- B. Limited integration
- C. Manual data entry
- **D. Real-time data sharing**

Answer: D

NEW QUESTION # 16

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