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## SAP Certified Associate - Implementation Consultant - SAP Ariba Sourcing Sample Questions (Q54-Q59):

### NEW QUESTION # 54

As a project owner, what advantage would you have by allowing suppliers to only see their rank?

- A. The possibility of a wide variation in bids.

- B. Price data is highly sensitive.
- C. The market for the product on auctions is highly competitive.
- D. There are many suppliers invited to the auction.

**Answer: A**

#### NEW QUESTION # 55

How can you add content when modifying your event?

Note: There are 2 correct answers to this question.

- A. Using the import methods through Microsoft Excel.
- B. Add information manually to the event.
- C. Import information from supplier registrations.
- D. Copy information from clause library.

**Answer: B,D**

#### NEW QUESTION # 56

Which bidding format is intended to be used when pricing terms are not equal across suppliers?

- A. Total cost
- B. Price breakdown
- C. Bid transformation
- D. Index-based

**Answer: C**

#### NEW QUESTION # 57

Which of the following activities is an RFI used for? Note: there are 2 correct answers to this question.

- A. Gather competitive information without revealing feedback to the supplier
- B. Narrow the supply base by identifying which suppliers are most likely to respond
- C. Allow suppliers to market their qualifications to project owners
- D. Collect information about supplier qualifications and pricing information

**Answer: C,D**

#### NEW QUESTION # 58

What are the different types of alternative responses available? Note: there are 3 correct answers to this question.

- A. Bundles
- B. Terms
- C. Lots/line items
- D. Tier
- E. Pricing

**Answer: A,D,E**

#### NEW QUESTION # 59

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