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SAP Certified Associate - Positioning SAP Business Suite via SAP Financial Management Solutions Sample Questions (Q10-Q15):

NEW QUESTION # 10

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

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

Answer: D

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 # 11

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. Real-time inventory tracking and management.
- C. Automated proposal generation for potential customers.
- 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 # 12

What is the purpose of SAP Business Data Cloud?

- A. To manage employee benefits
- B. To automate payroll processing
- C. To unify data from various sources
- D. To optimize supply chain operations

Answer: C

NEW QUESTION # 13

Which SAP modules integrate with SAP Financials for end-to-end financial management?

- A. SAP Procurement

- B. SAP CRM
- C. SAP Controlling (CO)
- D. SAP Treasury and Risk Management

Answer: C,D

NEW QUESTION # 14

Which of the following is a key feature of SAP Analytics Cloud?

- A. No support for financial reporting
- B. Manual data integration
- C. Real-time insights and predictive analytics
- D. Limited data visualization

Answer: C

NEW QUESTION # 15

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