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## **SAP Certified Associate - Positioning SAP Business Suite via SAP Financial Management Solutions Sample Questions (Q28-Q33):**

## NEW QUESTION # 28

What are future features with which AI agents are expected to facilitate the Quote to Cash process?

Note: There are 2 correct answers to this question.

- A. Recommend working-capital strategies to treasury.
- B. Proactively cut business ties with unreliable customers.
- C. Identify high-risk collections transactions.
- D. Automatically solve dispute cases without supervision.

**Answer: A,C**

Explanation:

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

As SAP moves toward "Autonomous Finance," AI agents are expected to evolve from simple automation to proactive decision support within the Quote-to-Cash (Q2C) and Treasury cycles. One key future feature is the ability for AI to identify high-risk collections transactions before they become problematic. By analyzing vast amounts of historical payment behavior, external credit scores, and market trends, AI can flag specific customers or invoices that are likely to result in a dispute or late payment, allowing the collections team to intervene early.

Another advanced capability is the use of AI to recommend working-capital strategies to treasury. In this scenario, the AI agent analyzes the company's current cash position, upcoming payables, and projected receivables to suggest the most efficient use of capital—such as whether to take advantage of early payment discounts or to invest excess liquidity. While AI will significantly assist in solving dispute cases (Option A), doing so "without supervision" is generally not the goal for complex financial disputes, as human oversight remains critical for relationship management. Similarly, cutting ties with customers (Option B) remains a strategic human decision. The value of AI in SAP's roadmap lies in its ability to provide predictive "risk identification" and "strategic recommendations" to enhance human decision-making.

## NEW QUESTION # 29

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

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

**Answer: D**

## NEW QUESTION # 30

How does the SAP Business suite help Chief Financial Officers (CFOs) to achieve their top objectives?

Note: There are 3 correct answers to this question.

- A. By ensuring an engaged and productive workforce as competition intensifies and expectations evolve.
- B. By navigating transformation by continuously optimizing processes for growth and efficiency.
- C. By managing uncertainty via real-time planning and scenario analysis.
- D. By enabling agile and compliant HR in an increasingly complex legal and regulatory landscape.
- E. By ensuring compliance and sustainability amid evolving regulations.

**Answer: B,C,E**

Explanation:

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

The SAP Business Suite is designed to address the evolving strategic needs of the modern CFO, who is increasingly responsible for driving enterprise value. The suite focuses on three core pillars: navigating transformation, ensuring compliance/sustainability, and managing uncertainty. First, SAP helps CFOs navigate transformation by providing a digital core in SAP S/4HANA. This allows for the optimization of critical financial processes like the "Record-to-Report" cycle, which enhances operational efficiency and supports business growth.

Second, the suite ensures compliance and sustainability by embedding regulatory requirements directly into business workflows. This is vital as CFOs face increasing pressure to report on non-financial ESG (Environmental, Social, and Governance) metrics alongside

traditional financial data. Third, SAP enables CFOs to manage uncertainty through real-time planning and "what-if" scenario analysis. By utilizing a unified data foundation, finance leaders can immediately see the potential impact of market volatility or supply chain disruptions. This allows for proactive steering of the company rather than reactive reporting. While HR and workforce engagement (options C and E) are critical to the business, they are primarily handled by SAP SuccessFactors rather than being the direct focus of the SAP Financial Management solution set for CFO objectives.

### NEW QUESTION # 31

Which financial process solution area is responsible for managing interfacing with banking institutions?

- A. Financial Planning & Analysis
- B. Invoice to Cash
- **C. Treasury Management**
- D. Invoice to Pay

**Answer: C**

Explanation:

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

Within the SAP Financial Management ecosystem, the Treasury Management solution area is primarily responsible for the relationship and technical interfacing with banking institutions. While "Invoice to Cash" and "Invoice to Pay" involve transactions that eventually hit a bank account, it is the Treasury function that governs the overall cash liquidity, bank account management, and communication protocols.

SAP Treasury Management, supported by tools like SAP Multi-Bank Connectivity (MBC), provides a secure, automated link between the corporate ERP and the global banking network. This allows for the automated transmission of payment files and the retrieval of electronic bank statements. Beyond simple connectivity, Treasury Management enables the CFO to see a global view of cash positions in real-time, manage financial risks (such as currency or interest rate exposure), and optimize the company's funding strategy. By centralizing the bank interface within Treasury Management, organizations can ensure high security through encryption and digital signatures, reduce bank fees through consolidation, and gain the visibility needed to ensure the business always has the necessary liquidity to operate and grow.

### NEW QUESTION # 32

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

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

**Answer: C**

### NEW QUESTION # 33

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