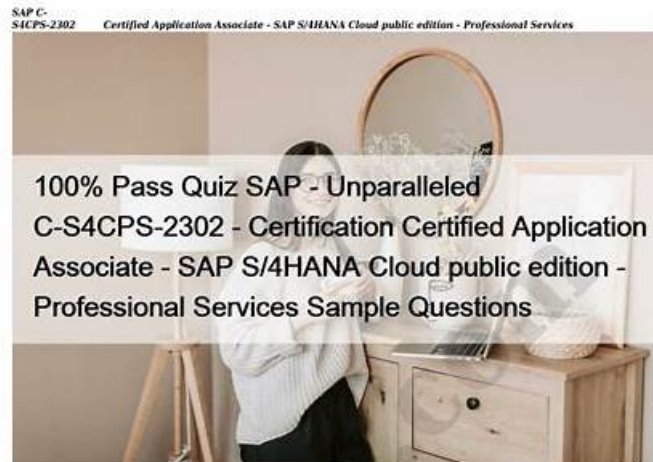


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Topic	Details
Topic 1	Discovering SAP Spend Management Solutions: This section of the exam measures the skills of SAP Consultants and Procurement Analysts and covers the foundational aspects of SAP Spend Management. It evaluates your understanding of key modules such as sourcing, procurement, and invoice management. You'll need to demonstrate how these solutions support strategic procurement, drive operational efficiency, and integrate with core finance.
Topic 2	Positioning SAP Spend Management Solutions: This section of the exam measures the skills of SAP Sales Consultants and Solution Architects and focuses on articulating the business value and competitive differentiators of SAP Spend Management. It covers how to position these solutions effectively in customer conversations, showcasing how they address cost control, risk mitigation, and supplier performance when compared to alternative offerings.

SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q25-Q30):

NEW QUESTION # 25

How do customers benefit from implementing SAP Ariba?

- A. Expanding on-premise solutions
- B. Increasing focus on manual order processing
- C. Narrowing sourcing for direct materials only
- D. Expanding the complexity of procurement processes

Answer: C

NEW QUESTION # 26

Which of the following features are part of SAP Concur's solutions designed to streamline business processes and improve efficiency? Note: There are 3 correct answers to this question.

- A. Provision of real-time insights from consolidated spending data on travel and expenses to aid in budgeting and forecasting
- B. One-click start-to-finish booking of travel and expense
- C. Integration of travel booking with automated expense reporting to simplify the travel expense management process
- D. Mobile access for managing and booking business trips through the SAP Concur mobile app
- E. Creation of personalized travel itineraries for employees based on their preferences

Answer: A,C,D

NEW QUESTION # 27

What are the key benefits of using the SAP Fieldglass Analytics Add-on? Note: There are 3 correct answers to this question.

- A. Automates report creation
- B. Interactive dashboards

- C. Replaces the need for standard reporting
- **D. Benchmarking KPIs**
- **E. Access to real-time data**

Answer: B,D,E

NEW QUESTION # 28

How does SAP Spend Management address the challenge of fragmented processes in procurement?

- A. By improving siloed solutions for specific departments
- B. By eliminating the need for analytics in procurement
- **C. By integrating data and processes for a holistic view of spend**
- D. By increasing reliance on manual tracking methods

Answer: C

NEW QUESTION # 29

Which elements of the SAP Concur portfolio can help improve sustainability efforts? Note: There are 3 correct answers to this question.

- **A. Measure and report on sustainable indicators to enable data-driven decisions to enhance sustainability efforts.**
- **B. Provide travelers with options for eco-friendly transportation and accommodations to align with sustainability goals.**
- C. Reduce the number of business trips to achieve sustainability.
- **D. Build trust with stakeholders by providing transparent and verifiable data on sustainability efforts.**
- E. Prohibit all non-essential travel to minimize environmental impact.

Answer: A,B,D

NEW QUESTION # 30

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