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## SAP Certified Associate - Positioning SAP Business Suite via SAP Financial Management Solutions Sample Questions (Q51-Q56):

### NEW QUESTION # 51

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

**Answer: A,B**

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 # 52**

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. Flexible creation of bundled offerings with varied pricing plans.
- B. Automated payment collection and handling of receivables.
- C. Automated proposal generation for potential customers.
- D. Real-time inventory tracking and management.

**Answer: A,B**

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 # 53**

What is the primary function of SAP Treasury and Risk Management?

- A. To automate payroll processing
- B. To manage employee benefits
- C. To enhance customer relationship management

- D. To optimize cash flow and manage financial risks

**Answer: D**

#### **NEW QUESTION # 54**

What is the primary function of SAP Business Workflow?

- A. To automate business processes
- B. To manage employee benefits
- C. To optimize supply chain operations
- D. To enhance customer relationship management

**Answer: A**

#### **NEW QUESTION # 55**

Which of the following are core solution areas in SAP Finance and Risk?

Note: There are 2 correct answers to this question.

- A. Sales Order Processing
- B. Treasury Management
- C. Governance, Risk, and Compliance
- D. Asset Management Platform

**Answer: B,C**

Explanation:

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

The SAP Finance and Risk portfolio is designed to provide a comprehensive framework for managing an organization's financial integrity and regulatory exposure. Within this framework, Treasury Management and Governance, Risk, and Compliance (GRC) are two of the most critical core solution areas. Treasury Management focuses on the lifecycle of cash and financial risk, providing tools for liquidity management, debt and investment handling, and secure bank connectivity. It ensures that the finance department can protect the company's assets while optimizing its financial performance.

Complementing this, Governance, Risk, and Compliance (GRC) provides the "defensive" layer of the finance function. It includes solutions for managing internal controls, identity access governance, and international trade compliance. By automating these processes, SAP helps organizations move away from siloed, manual risk management to an integrated approach where risks are identified and mitigated in real-time. Together, these two areas provide the CFO with both the "offensive" capability to manage capital (Treasury) and the "defensive" capability to protect the enterprise (GRC). While Sales Order Processing (A) and Asset Management (B) are essential parts of the broader SAP S/4HANA ERP, they are considered operational supply chain or maintenance functions rather than the core "Finance and Risk" solution areas used to position SAP's financial leadership.

#### **NEW QUESTION # 56**

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