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

NEW QUESTION # 51

What is the primary function of SAP CRM?

- **A. To optimize customer relationship management**
- B. To enhance supply chain operations
- C. To manage financial operations
- D. To automate payroll processing

Answer: A

NEW QUESTION # 52

What does the Recognize capability to the Quote-to-Cash process refer to?

- A. Using customer data for creating new products and encouraging purchases, supporting renewal, upsell, cross-seta initiatives.
- **B. Adherence to accounting rules for correct revenue reverting Including integrations with financial systems for ASC 606,IFRS 15, and tax compliance.**
- C. Flexibly creating bundled products, services, or subscriptions with varying pricing plans, eg. mobile phone plans.
- D. Automated payment collection for on-time payments, a unified system for handling receivables, collections, credit, and automating partner revenue-share settlements.

Answer: B

Explanation:

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

The Quote-to-Cash (Q2C) process in SAP S/4HANA is divided into several key capabilities: Offer, Monetize, Orchestrate, and Recognize. The "Recognize" capability is fundamentally concerned with the financial integrity and regulatory compliance of revenue. As business models shift from simple product sales to complex subscriptions and service bundles, determining when and how much revenue can be recorded becomes increasingly complex.

The Recognize capability ensures strict adherence to international accounting standards such as IFRS 15 and ASC 606. These standards require revenue to be recognized as performance obligations are satisfied, rather than simply when an invoice is sent. SAP's solution automates this by linking the operational contract (the Quote/Order) directly to the financial recognition engine. This prevents the "leakage" of revenue and ensures that financial statements are accurate and auditable. By integrating tax compliance into this stage, SAP ensures that the correct indirect taxes are calculated and reported based on the specific nature of the revenue being recognized. For a CFO, this provides the assurance that the company's reported top-line growth is legally defensible and compliant with global financial regulations.

NEW QUESTION # 53

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

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

Answer: B,C

NEW QUESTION # 54

How does SAP Business Suite help organizations in their financial management?

- A. By enhancing procurement efficiency and securing IT operations
- B. By automating operations and predicting sales trends
- C. By unifying all core business processes and enabling real-time data sharing
- D. By delivering timely reporting and optimizing liquidity

Answer: A,D

NEW QUESTION # 55

What is the primary function of SAP Business Workflow?

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

Answer: B

NEW QUESTION # 56

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