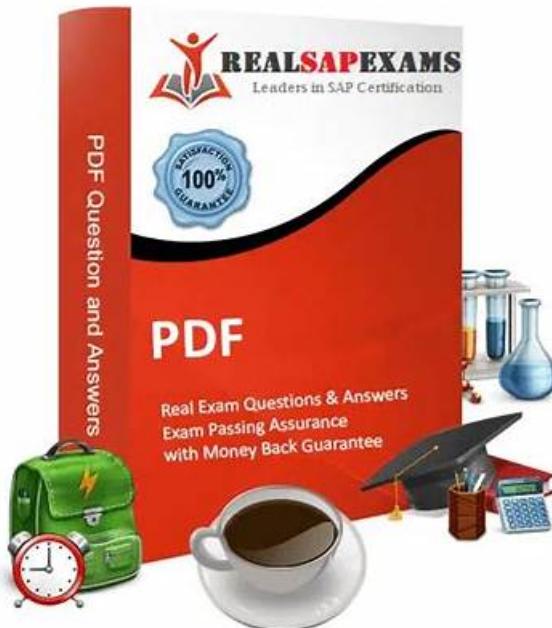


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## **SAP Certified Associate - Positioning SAP Business Suite via SAP Financial**

## Management Solutions Sample Questions (Q26-Q31):

### NEW QUESTION # 26

Which SAP product provides integrated predictive planning?

- A. SAP Datasphere
- B. SAP S/4HANA Cloud
- **C. SAP Analytics Cloud**
- D. SAP Business Technology Platform

**Answer: C**

Explanation:

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

SAP Analytics Cloud (SAC) is the strategic platform for all planning, forecasting, and analytical needs within the SAP ecosystem. It is specifically designed to provide integrated predictive planning, which allows finance teams to move beyond traditional manual budgeting. By using built-in machine learning algorithms, SAC can analyze historical data trends to automatically generate baseline forecasts, identify hidden drivers of performance, and suggest future outcomes with a high degree of statistical confidence.

The "integrated" aspect of SAC is key; it connects directly to SAP S/4HANA, allowing for "Extended Planning and Analysis" (xP&A). This means that financial plans are not created in isolation but are linked to operational plans in sales, HR, and supply chain. When a change occurs in the ERP (such as a new sales order), the impact can be reflected in the financial forecast immediately. This synergy allows CFOs to perform real-time "what-if" simulations, helping them to navigate uncertainty and make data-driven decisions.

While SAP Datasphere provides the data fabric and BTP is the underlying platform, SAC is the specific application where the predictive intelligence and planning workflows reside.

### NEW QUESTION # 27

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

**Answer: C**

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 # 28

Which of the following is a benefit of using SAP Analytics Cloud?

- A. Limited data visualization

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

**Answer: B**

#### **NEW QUESTION # 29**

What are some insights that finance provides in SAP Business Suite?

- A. Technology ROI
- B. Employee performance evaluation
- C. Supply chain optimization
- D. Cost management

**Answer: B,C,D**

#### **NEW QUESTION # 30**

Which solution helps multi-ERP system clients centralize their accounting and reporting system?

- A. SAP Integration Suite
- B. SAP Advanced Financial Closing
- C. SAP Analytics Cloud
- D. SAP S/4HANA Cloud for central finance

**Answer: D**

Explanation:

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

Many large enterprises operate in a fragmented IT landscape where multiple ERP systems (both SAP and non- SAP) are used across different subsidiaries or regions. SAP S/4HANA Cloud for central finance is the specific deployment option designed to bridge these gaps without requiring a full-scale migration of all local systems at once. It allows organizations to replicate financial transactions from various source systems into a single, centralized SAP S/4HANA instance in real-time.

By using Central Finance, a company can create a centralized accounting and reporting system that serves as a "Single Source of Truth" for the entire group. This enables centralized processes such as "Central Payments," "Central Credit Management," and "Centralized Reporting." Instead of waiting for period-end extracts from dozens of different systems, the group finance team can see the total financial position of the company at any moment. This significantly simplifies the consolidation process and provides a clear path for digital transformation. It allows the CFO to harmonize data and processes at the corporate level while local entities continue to operate on their existing legacy systems, providing a low-risk, high-value approach to modernizing the finance function.

#### **NEW QUESTION # 31**

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