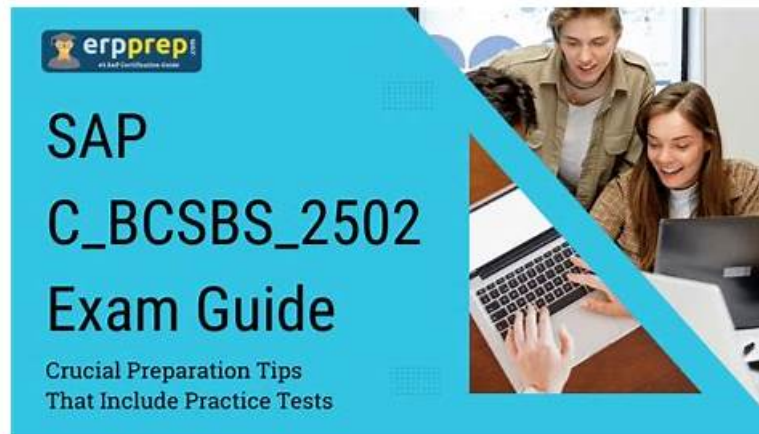


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## SAP Certified Associate - Positioning SAP Business Suite Sample Questions (Q12-Q17):

### NEW QUESTION # 12

Which of the following are RISE with SAP journeys? Note: There are 2 correct answers to this question.

- A. Greenfield ERP implementation on Public Cloud
- B. An ERP transformation to private cloud
- C. A hybrid two-tier approach
- D. New customers move to the public cloud

**Answer: B,C**

Explanation:

RISE with SAP is a guided transformation journey designed for existing SAP ERP customers to modernize their business processes and transition to a cloud ERP landscape, primarily focusing on SAP S/4HANA Cloud Private Edition. It is tailored for organizations

with complex, customized on-premises systems, allowing them to move to the cloud at their own pace while preserving existing investments. The question asks which options represent RISE with SAP journeys, with two correct answers. Below, each option is evaluated based on official SAP documentation from sources such as SAP Learning, SAP.com, and related materials.

\* Option A: Greenfield ERP implementation on Public Cloud A greenfield ERP implementation involves a new, clean implementation of an ERP system without carrying over existing customizations or data.

While SAP S/4HANA Cloud Public Edition supports greenfield implementations, these are primarily associated with the GROW with SAP journey, which targets new SAP customers or midsize companies adopting standardized, best-practice processes for rapid deployment. RISE with SAP, however, is designed for existing SAP ERP customers transitioning from on-premises systems, often involving complex landscapes and customizations. The public cloud (SAP S/4HANA Cloud Public Edition) is not the primary focus of RISE with SAP, which emphasizes the private cloud (SAP S/4HANA Cloud Private Edition) for such customers.

Therefore, a greenfield implementation on the public cloud aligns more with GROW with SAP, not RISE with SAP. Extract: "For new customers, the GROW with SAP journey accelerates and streamlines the cloud transformation with a customized methodology to quickly implement and benefit from cloud ERP. ... SAP S/4HANA Cloud Public Edition is always implemented in a greenfield (new implementation) scenario." learning.sap.com Extract: "RISE with SAP is tailored to enable an easy transition to cloud ERP at a pace comfortable for the customer. Existing customers often require a higher degree of customization in their processes, prefer to innovate at their own pace, and need more control over their solution. These characteristics align with SAP S/4HANA Cloud Private Edition." learning.sap.com This option is incorrect.

\* Option B: An ERP transformation to private cloud RISE with SAP is explicitly designed to support ERP transformations from on-premises SAP ERP systems (e.g., SAP ECC or on-premises SAP S/4HANA) to SAP S/4HANA Cloud Private Edition, which operates in a private cloud environment. This journey accommodates both greenfield (new implementation) and brownfield (system conversion) scenarios, allowing customers to maintain existing customizations and business processes while leveraging cloud benefits like scalability, AI, and continuous innovation. The private cloud focus is a hallmark of RISE with SAP, making this option a core component of its transformation journeys. Extract: "RISE with SAP is a comprehensive offering that helps companies run their business in the cloud. At the heart of this comprehensive offering is SAP S/4HANA Cloud Private Edition, an intelligent cloud ERP solution powered by AI designed for customers currently running SAP ERP and/or on-premise SAP S/4HANA." blog.sap-press.com Extract: "A private cloud deployment is recommended if a customer has plans for a long-term evolutionary journey to the cloud with high landscape complexity including mostly fragmented, highly customized systems. ... The private cloud deployment can be a new implementation, but also supports system conversion from an existing SAP ERP on-premise system." learning.sap.com This option is correct.

\* Option C: New customers move to the public cloud New customers moving to the public cloud typically align with the GROW with SAP journey, which is designed for organizations (often midsize or new to SAP) seeking a rapid, standardized implementation of SAP S/4HANA Cloud Public Edition. GROW with SAP emphasizes quick time-to-value with preconfigured best practices and minimal customization, targeting customers without prior SAP investments. In contrast, RISE with SAP targets existing SAP customers with on-premises ERP systems, focusing on complex transformations to the private cloud. While RISE with SAP could theoretically include public cloud components in specific scenarios, its primary focus is not new customers or the public cloud. Extract: "GROW with SAP is a SAP software solution initiative designed exclusively for mid-size companies and initial SAP customers. SAP S/4HANA Cloud + Public Edition - built on top of SAP's own HANA Cloud infrastructure, optimized for fast roll-out and quick time-to-value." uneecops.com Extract: "RISE with SAP is an ERP adoption solution that helps current SAP ecosystem users transition traditional ERP information and processes to a cloud system without compromising or putting your data at risk." blog.nbs-us.com This option is incorrect.

nbs-us.com This option is incorrect.

\* Option D: A hybrid two-tier approach A hybrid two-tier ERP approach involves using a combination of SAP S/4HANA Cloud Public Edition and Private Edition, often across different parts of an organization (e.g., headquarters vs. subsidiaries). RISE with SAP supports such configurations, particularly for existing SAP customers with complex landscapes who may implement a private cloud solution (via SAP S/4HANA Cloud Private Edition) for core operations while using the public cloud for standardized processes in specific areas. This approach allows flexibility and scalability, aligning with RISE with SAP's tailored transformation framework. The documentation explicitly mentions support for two-tier ERP scenarios under RISE with SAP, making this a valid journey. Extract: "It's also common for customers to implement both SAP S/4HANA Cloud Public and Private Edition in a two-tier ERP scenario." learning.sap.com Extract: "RISE with SAP is tailored to a customer's existing landscape and business requirements, and umfasst ein standardisiertes Framework, integrierte Tools und fachkundige Beratung bei jedem Schritt - nach einer bewährten Methodik, die sowohl die Transformation als auch die Wertschöpfung beschleunigt." (Translated: "RISE with SAP is tailored to a customer's existing landscape and business requirements, and includes a standardized framework, integrated tools, and expert guidance at every step - following a proven methodology that accelerates both transformation and value creation.") sap.com This option is correct.

Summary of Correct Answers:

\* B: RISE with SAP supports ERP transformations to the private cloud, primarily through SAP S/4HANA Cloud Private Edition, accommodating both greenfield and brownfield scenarios for existing SAP customers.

\* D: RISE with SAP enables a hybrid two-tier approach, combining private and public cloud editions to meet diverse organizational needs, as part of its flexible transformation framework.

References:

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#### NEW QUESTION # 13

How does SAP Business Suite contribute to regulatory compliance and governance? There are 2 correct answers to this question.

- A. Prevents cloud-based financial reporting
- B. Provides financial reporting and audit capabilities
- C. Eliminates the need for third-party compliance software
- D. Enables risk management and regulatory compliance tracking

Answer: B,D

#### NEW QUESTION # 14

Which key feature differentiates SAP Business Suite from traditional ERP solutions? Please choose the correct answer.

- A. No integration with third-party applications
- B. Lack of real-time analytics
- C. Integration with cloud-based applications
- D. Focus on standalone business modules

Answer: C

#### NEW QUESTION # 15

A retail company is struggling to manage customer relationships effectively, resulting in decreased customer satisfaction and declining sales. They need an SAP solution that helps streamline sales processes, personalize customer interactions, and improve service management. Which SAP solutions should they implement? There are 3 correct answers to this question.

- A. SAP Customer Relationship Management (CRM)
- B. SAP SuccessFactors
- C. SAP Extended Warehouse Management (EWM)
- D. SAP Predictive Analytics
- E. SAP BusinessObjects Analytics

Answer: A,D,E

#### NEW QUESTION # 16

How does SAP Business Suite support enterprise resource planning (ERP) processes? Please choose the correct answer.

- A. By focusing only on customer relationship management
- B. By offering social media engagement tools
- C. By eliminating the need for business process automation
- D. By providing an integrated platform for finance, HR, supply chain, and procurement

Answer: D

#### NEW QUESTION # 17

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