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SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q18-Q23):

NEW QUESTION # 18

When analyzing Receivables Management Processes, SAP Business AI brings in several automated functionalities. Which of the following belong to those functionalities? Note: There are 2 correct answers to this question.

- A. Collection and update of dispute case information
- B. Intelligent collections management
- C. Mass update of journal entry details without impacting financial postings
- D. Automated release of supplier invoice upon customer payment

Answer: A,B

NEW QUESTION # 19

What is the purpose of discovery questions in initial customer discussions?

- A. To gain insights and tailor your discussion more effectively
- B. To negotiate pricing and terms of the deal
- C. To expedite the sales cycle and close deals faster
- D. To demonstrate the unique features of your solution

Answer: A

NEW QUESTION # 20

What challenges could potential clients face that would lead them to implement SAP Fieldglass? Note: There are 2 correct answers to this question.

- A. Data privacy regulation issues
- B. Workforce payments
- C. Fragmented labor management
- D. Time-consuming onboarding

Answer: C,D

NEW QUESTION # 21

What advantages does the Intelligent Audit feature provide in the context of expense management? Note: There are 2 correct answers to this question.

- A. Enhances automated billing processes
- B. Provides deeper insights and enhances decision-making
- C. Ensures policy compliance and identifies potential fraud
- D. Eliminates the need for human auditors completely

Answer: B,C

NEW QUESTION # 22

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

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

Answer: A,B,D

NEW QUESTION # 23

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