

Latest Version: 7.0

Subjects

1. Selling SAP Financial Management Solutions to CFOs
2. Positioning SAP Financial Management Solutions
3. Discovering SAP Financial Management Solutions

Topic: 1

Selling SAP Financial Management Solutions to CFOs

Question: 1

How does SAP Business AI assist in managing the financial planning and analysis process?

- A. Separates compliance from daily operations for streamlined processing
- B. Introduces the compliance officer role as a separate business role.
- C. Establishes a dedicated compliance team to oversee regulatory adherence.
- D. Integrates compliance into real-time operational execution.

Answer: D

Selling SAP Financial Management Solutions to CFOs

Question: 2

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

Answer: A, B

Selling SAP Financial Management Solutions to CFOs

Question: 3

How does the SAP Business suite help Chief Financial Officers (CFOs) to achieve their top objectives?
Note: There are 3 correct answers to this question.

- A. By ensuring compliance and sustainability amid evolving regulations

- B. By navigating transformation by continuously optimizing processes for growth and efficiency
- C. By ensuring an engaged and productive workforce as competition intensifies and expectations evolve
- D. By managing uncertainty via real-time planning and scenario analysis
- E. By enabling agile and compliant HR in an increasingly complex legal and regulatory landscape

Answer: A, B, D

Selling SAP Financial Management Solutions to CFOs

Question: 4

How does the SAP Business Suite's financial management capabilities help Finance leaders? Note: There are 3 correct answers to this question.

- A. By streamlining accounting processes with automation
- B. By streamlining the processing of payroll data through third-party banking interfaces
- C. By streamlining workforce planning, enhancing employee interactions, and optimizing HR processes using AI agents
- D. By optimizing cash flow and managing risks effectively
- E. By allowing businesses to grow profitable revenues and monetize diversified offerings using quote-to-cash capabilities

Answer: A, D, E

Selling SAP Financial Management Solutions to CFOs

Question: 5

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

Answer: B, D