



C_ARSOR_2108^{Q&As}

SAP Certified Application Associate - SAP Ariba Sourcing

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**QUESTION 1**

For which of the following products or services might you conduct an index-based auction? Note: there are 2 correct answers to this question.

- A. Natural gas
- B. Promotional products
- C. Raw materials
- D. Chemical
- E. Mobile phones

Correct Answer: ACD

QUESTION 2

Which of the following services can auction administrators/market integrity specialists provide? Note: there are 3 correct answers to this question.

- A. Actively monitor all events
- B. Delete bids
- C. Assist with test auctions
- D. Extend and reduce timing
- E. Surrogate bid

Correct Answer: ACD

QUESTION 3

Your client wants to create automated approvals using the Sourcing Process Design Matrix workbook. Which fields are required within the workbook? Note: there are 2 correct answers to this question.

- A. User ^V
- B. Condition;
- C. Group
- D. Project group

Correct Answer: BD



QUESTION 4

How do suppliers bid in a Dutch reverse auction?

- A. They submit technical qualifications only with no pricing data
- B. They watch the buyer increase the price periodically and bid at their lowest acceptable price
- C. They read the buyers specifications and submit their best price
- D. They submit progressively lower bids to beat their competitors

Correct Answer: B

QUESTION 5

Which bidding format is intended to be used when pricing terms are not equal across suppliers?

- A. Index-based
- B. Bid transformation
- C. Total cost
- D. Price breakdown

Correct Answer: B

QUESTION 6

What are the responsibilities of the customer project sponsor? Note: there are 3 correct answers to this question.

- A. Serve as the escalation point for project issues.
- B. Manage the project timeline
- C. Drive the change management effort;
- D. Provide the overall project vision;
- E. Serve as the primary point of contract for the project

Correct Answer: ACD

QUESTION 7

What is the file size limit of a document in the sourcing project?

- A. 200 MB
- B. 50 MB



C. 500 MB

D. 100 MB

Correct Answer: D

QUESTION 8

What are the steps for creating a BOM quote?

A. Select material > Bom quote > using sourcing project

B. Select material > get quote > BOM quote

C. Select the parent BOM > Get quote > using sourcing project > Bom quote

D. On SAP Ariba Dashboard > click on create > BOM quote

Correct Answer: D

QUESTION 9

What format does SAP Ariba recommend for supplier user IDs?

A. First initial; Last name

B. email address

C. First name; Last name

D. Company name -Unique number

Correct Answer: B

QUESTION 10

When do auctions have a high likelihood of success? Note: there are 2 correct answers to this question.

A. The business is commercially attractive

B. Raw material prices for suppliers are rising;

C. The supply base is competitive

D. There is wide variation in product standards

Correct Answer: BC

QUESTION 11



Which of the following tasks must have an associated document? Note: there are 2 correct answers to this question.

- A. Approval
- B. Review
- C. ToDo
- D. Notification

Correct Answer: AB

QUESTION 12

What are the different methods the team graders can use to grade responses? Note: There are 3 correct answers to this question.

- A. Grade for consensus
- B. Grade by participant
- C. Grade by content
- D. Grade offline using Excel
- E. Grade by team membership

Correct Answer: BCD

QUESTION 13

What type of content items could be created if a document does NOT require a response? Note: there are 2 correct answers to this question.

- A. Line Item
- B. Requirement
- C. Section
- D. Attachment

Correct Answer: BD

QUESTION 14

During a sourcing process design workshop, a consultant identifies that the customer does NOT have any documented processes.

- A. Use the goal and objectives identified in the project charter to promote a discussion about the customer current process



- B. Facilitate a brainstorming session to elicit suggestions for improvement to the current process
- C. Escalate the issue to the project sponsors for resolutions
- D. Use the SAP Ariba Best Sourcing Practice template as the baseline template for developing the to-be process

Correct Answer: D

QUESTION 15

How can you create an SAP Ariba Discovery post? Note: there are 2 correct answers to this question.

- A. From a non-test event in a test sight
- B. From the event messages
- C. From within an SAP Ariba sourcing event
- D. From Aribadiscovery.com

Correct Answer: CD

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