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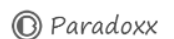
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Exam : **C-ARP2P-18Q3**

Title : SAP Certified Application
Associate - Ariba P2P Q3/2018

Vendor : SAP

Version : DEMO

NO.1 For Sourcing (Supplier Evaluation), which of the following is the best practice adoption based on Annual Savings?

Please choose the correct answer.

Response:

- A.** Formal request for information, proposal, and quotation prices is in place to collect multiple supplier responses for both new and renegotiated buys
- B.** Organization has access/subscription to on-line supplier network with enabled automated customersupplier matching for new suppliers' discovery and assessment
- C.** Organization negotiates and manages contract terms for vendor managed inventory. Automatic replenishment, early pay/ volume discounts for commodities
- D.** Follow formal multi step sourcing process which includes spend analysis, strategy development and execution

Answer: A

NO.2 Your customer wants to use SAP Ariba Buying to identify sources of supply for specific goods and services. The customer does NOT have SAP Ariba Strategic Sourcing.

What would you present to your customer?

Please choose the correct answer.

Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers.

Contribute: Please send the correct answers with reference text/link on feedback@erpprep.com to get up to 50% cashback.

Response:

- A.** The Spot buy functionality in SAP Ariba
- B.** The collaborative requisition functionality in SAP Ariba
- C.** The sourcing functionality in SAP Ariba
- D.** The non-catalog requisition functionality in SAP Ariba

Answer: C

NO.3 Which of the following should the Customer expect from the CEE (Customer Engagement Executive)?

Please choose the correct answer.

Response:

- A.** Advisor
- B.** Strategist
- C.** All of the above
- D.** Only b and c
- E.** Advocate

Answer: A

NO.4 What is an advantage of using an Approver Lookup table (CSV rule)?

Please choose the correct answer

Response:

- A.** Approver Lookup tables process faster than other rules so approvers are notified sooner.

- B.** Approver Lookup tables can be used to add more than one approver using a single rule.
- C.** Approver Lookup tables allow SAP Ariba to look up the appropriate approver by calling the ERP system or database.
- D.** Approver Lookup tables can be modified by an administrator without accessing the approver rules editor.

Answer: B

NO.5 For Contract Management, which of the following is the best practice adoption based on Maverick Spending?

Please choose the correct answer.

Response:

- A.** Contract management system is integrated with eRFx/e-Auction system to pre-populate relevant information into the contract
- B.** Electronic repository with the ability to share contracts with other employees for collaboration, version control, searching and options to set reminders of key expiration/renewal dates
- C.** None of the above
- D.** Organization has ability to monitor supplier compliance with contract term; asnd performs regular reviews of contracts to insure terms and conditions are being met

Answer: D

NO.6 Which of the following statement(s) is/are true regarding Supplier Enablement?

Please choose the correct answer.

Response:

- A.** Supplier Enablement will fundamentally change a business forever
- B.** None of the above
- C.** It is an internal IT Project that just requires the installation and configuration of a piece of technology by a limited part of the business, whilst everything else remains the same
- D.** Both a and b

Answer: A

NO.7 Change orders are allowed only under which of the following conditions?

There are 2 correct answers to this question.

Response:

- A.** Change orders are allowed in your Ariba Procurement Solution
- B.** The PO has no status
- C.** Your ERP supports change orders (and ERP is not involved in the ordering process)
- D.** The supplier accepts change orders

Answer: A,D

NO.8 Which of the following statements are true regarding Milestones with No-Release Order Contracts?

Please choose the correct answer.

Response:

- A.** The tolerance is the percent above the maximum amount that can be invoiced or received against

the milestone item

B. All of the above

C. Only a and b

D. The maximum amount is the total amount that can be invoiced or received against the milestone item

E. They are only used for notification and bookkeeping purposes.

Answer: B

NO.9 Norelease order contracts are typically used for services and need to handle which of the following aspects of service procurement?

There are 3 correct answers to this question.

Response:

A. Deliverables and milestones

B. Recurring and fixed costs

C. Complexity

D. Need for more detailed effort analysis

E. Need for more detailed analysis of resource utilization

Answer: A,B,C

NO.10 Prior to making significant new investments, companies want to understand which of the following?

Please choose the correct answer.

Response:

A. Improve business intelligence

B. Only a and c

C. Scope of the proposed solution

D. All of the above

E. Realize Return on Investment

Answer: D

NO.11 Which of the following statements are true regarding Rating suppliers?

There are 2 correct answers to this question.

Response:

A. A supplier's average rating doesn't appear publicly on Ariba Discovery

B. Ratings are temporary

C. You can only rate suppliers that you have interacted with.

D. You can only rate a supplier once per posting.

Answer: C,D

NO.12 Which of the following activities is NOT a main process of an Ariba P2O implementation?

Please choose the correct answer.

Response:

A. Invoicing

- B. Receiving
- C. Ordering
- D. Requisitioning

Answer: A

NO.13 Which of the following statements are true regarding Blanket Purchase Orders (BPOs) in Ariba?

There are 2 correct answers to this question.

Response:

- A. BPOs must have a maximum amount
- B. BPO spend is accrued on the invoice date
- C. BPOs are created through the Requisition creation process
- D. BPOs are sent to the supplier through the Ariba Network as a PO and will appear in the supplier's Inbox, both as a Contract and as a Purchase Order

Answer: A,D

NO.14 In which of the following cases can Catalogs be used?

There are 2 correct answers to this question.

Response:

- A. Changes/Updates to items and pricing is frequent
- B. Training business resources with new system is possible
- C. The number of items is relatively higher
- D. If the contract owner has ownership of the contract pricing terms

Answer: A,C

NO.15 How do different types of purchasers in an organization benefit from SAP Ariba Guided Buying?

There are 2 correct answers to this question.

Note: Answers to this question are not verified by our experts, please study yourself and select the appropriate answers.

Contribute: Please send the correct answers with reference text/link on feedback@erpprep.com to get up to 50% cashback.

Response:

- A. Procurement management can view which purchase tie to contracts.
- B. Functional Buyers can perform three bids and buy without help from centralized procurement.
- C. Infrequent purchasers have one place to buy goods and services.
- D. Centralized procurement employees directly touch more purchase orders.

Answer: B,C

NO.16 You can split accounting for a line item. You might split accounting in which of the following case(s)?

Please choose the correct answer.

Response:

- A. None of the above

- B. Both a and b
- C. You might split if an item must be charged against multiple ledger accounts
- D. You might split accounting if an item will be used by multiple departments

Answer: B

NO.17 Contract Compliance is enforced by enabling which of the following?

There are 3 correct answers to this question.

Response:

- A. Manual line item matching of requisitions
- B. Contract related invoice approval rules
- C. Subscription of contract items into the catalog hierarchy
- D. Receiving against contracts
- E. Contract related invoice exception types

Answer: C,D,E

NO.18 Your customer wants to use SAP Ariba to identify sources of supply for specific goods and services. The customer does NOT have an up What would you present to your customer?

There are 2 correct answers to this question.

Response:

- A. The Ariba sourcing functionality
- B. The Ariba Non-Catalog Requisition functionality
- C. The Ariba Discovery functionality
- D. The Ariba Spot Buy functionality

Answer: A,C

NO.19 Which contract (-based) invoice options does Ariba P2P offer via the Ariba Network?

There are 2 correct answers to this question

Response:

- A. A supplier accesses the supplier-side Ariba Network and creates an invoice.
- B. A supplier uses the Ariba Network to access the Ariba P2P site and creates an invoice.
- C. A supplier sends an e-mail to the Ariba Network with a PDF attachment of the invoice.
- D. The Ariba Network creates an invoice automatically on the due date of the contract line items.

Answer: A,B

NO.20 Which of the following tasks are the responsibilities of the customer in the first wave enablement process?

There are 2 correct answers to this question.

Response:

- A. Confirm testing for integrated suppliers
- B. Contact the Supplier Membership Organization for managed suppliers
- C. Prioritize suppliers for integration
- D. Collect supplier data as needed

Answer: A,D