

## Dumps Moneyack Guarantee - C-ARSOR-2202 Dumps UpTo 50% Off [Q79-Q102]



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### QUESTION 79

When do auctions have a high likelihood of success?

- \* The business is commercially attractive
- \* Raw material prices for suppliers are rising;
- \* The supply base is competitive
- \* There is wide variation in product standards

### QUESTION 80

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

- \* Index-based
- \* Bid transformation
- \* Total cost
- \* Price breakdown

### QUESTION 81

Where can users see the task description? There are 3 correct answers to this question.

- \* On the Tasks tab when Show Details is turned on
- \* In the To Do content item on the Dashboard
- \* On the Task Details page

- \* In e-mail notifications about the task
- \* On the Tasks tab when mousing over the task name

#### **QUESTION 82**

What are some of the benefits of upgrading to Direct Materials sourcing for an SAP Ariba Strategic Sourcing Suite customer?

- \* Integrate your PLM and ERP systems
- \* Improve supplier qualification
- \* Source directly from a bill of materials
- \* Eliminate home grown portals
- \* Increase fill rates

#### **QUESTION 83**

What is affected when you change the value selected in the Locale field?

- \* Language for supplier correspondence
- \* Time zone used to specify event start and end dates
- \* Language for header fields and system generated messages
- \* Formatting of numbers and dates

#### **QUESTION 84**

What are the responsibilities of the customer project sponsor?

- \* Serve as the escalation point for project issues.
- \* Manage the project timeline
- \* Drive the change management effort;
- \* Provide the overall project vision;
- \* Serve as the primary point of contact for the project

#### **QUESTION 85**

Which of the following factors would influence the success of an auction?

- \* There are wide variations in product standards
- \* Participants are bidding in multiple currencies
- \* The supply base is competitive
- \* Raw material prices for the suppliers are rising

#### **QUESTION 86**

Which advantages apply to a Simple RFX? Note: there are 3 correct answers to this question.

- \* Customers can specify time periods for which they need a quote
- \* Customers can schedule Simple RFX events for materials
- \* Customers can capture pricing information on an ongoing basis
- \* Customers can use Simple RFX event within auctions
- \* Supplier can specify for how long their quotes are valid

#### **QUESTION 87**

In which data collection document can you find the Supplier Bidder Agreement?

- \* Process Design Matrix

- \* Header Field Data Collection Template
- \* Enablement workbook
- \* From Data Collection Template

### QUESTION 88

Which action can a user in the Material Manager group perform?

- \* Assign contract manufacturers to BOMs.
- \* Enter estimated pricing for materials.
- \* Create quote requests for materials.
- \* Create quote requests for materials they own.

### QUESTION 89

When does SAP Ariba Shared Services configure a customer's test site?

- \* Prior to project kick off
- \* After the complete workbook is received from customer
- \* After the blueprint of the design is received from the customer
- \* After the first draft of data collection files is received from the customer

### QUESTION 90

What services are included in a customer's SAP Ariba Sourcing contract?

- \* Customized instructor-led training
- \* Sourcing Support Desk services
- \* Onsite consulting services
- \* SAP Ariba Best Practice Center consulting
- \* Event day management

### QUESTION 91

Which event types in SAP Ariba Sourcing can be configured to allow competition so that suppliers can see their bid rank or the current lead bid?

- \* Request for proposal
- \* Reverse Auction
- \* Quick Quote posting
- \* Request for Information

### QUESTION 92

What is a sourcing request?

- \* A document sent to a supplier to obtain information prior to a sourcing event
- \* A project that automatically becomes a full sourcing project upon approval
- \* A copy of an existing sourcing project used as a starting point for a new sourcing project
- \* A document that is used to ask the company authorized sourcing team to bid a product or service

### QUESTION 93

Which functionalities are supported in Simple RFx? Note: there are 2 correct answers to this question.

- \* Alternative bidding

- \* Time periods
- \* Translations
- \* Cost terms

#### QUESTION 94

Which of the following methods can be used to add suppliers to a sourcing event? There are 2 correct answers to this question.

- \* Search for suppliers using the UI (Invite Participant button)
- \* Added automatically from a test event
- \* Added automatically from an SAP Ariba Discovery posting
- \* Added manually via Excel import

#### QUESTION 95

What are some of the benefits of requiring pre-bids during the preview period of an auction?

- \* Suppliers can be restricted from participating in an auction until they submit a starting price;
- \* Suppliers can verify if they can supply the items at or below the starting price
- \* Suppliers can see their rank before the auction opens
- \* Supplier can verify if they can supply the items as designed;
- \* Suppliers can review the number of suppliers participating in the auction

#### QUESTION 96

When building a new term for your lot or line item, what is the purpose of the 'Include in Cost' field?

- \* Makes it visible to the participant
- \* Includes another line for cost
- \* Determines the acceptable value
- \* Determines how the term is added to the formula

#### QUESTION 97

Which of the following customization Manager activities can be performed by the customization administrator system group? Note: there are 2 correct answers to this question.

- \* Update site-wide company logo
- \* Update enumerations
- \* Update bidder agreement text
- \* Access field configuration

#### QUESTION 98

What are the customer's responsibilities when SAP Ariba provides standard site enablement services?

- \* The customer provides the necessary resources for deployment
- \* The customer leads the project kickoff session
- \* The customer provides a single point of contract;
- \* The customer selects one of the following languages for all interactions with SAP Ariba: German, French, Italian or Japanese

#### QUESTION 99

Who can support the field consultant to demonstrate SAP Ariba Discovery functionality during implementation?

- \* The Customer Engagement Executive

- \* The Ariba Buyer Discovery adoption team
- \* The program manager
- \* Another customer who has used SAP Ariba Discovery

### QUESTION 100

What content types can you create during a simplified Excel import for a sourcing event? Note: There are 2 correct answers to this question.

- \* Questions
- \* Sections
- \* Requirements
- \* Line items

### QUESTION 101

In sourcing events, what features is available to automatically add content for a given category rather than manually having the user add it on their own?

- \* Category attribute hierarchy
- \* Commodity price escalation management
- \* Predecessor project
- \* Sourcing library

### QUESTION 102

Which auction setting prevents a tied or near-tied lead bid?

- \* Market feedback rules
- \* Bid decrement
- \* Front buffer and back buffer
- \* Improve bid by nominal amount

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