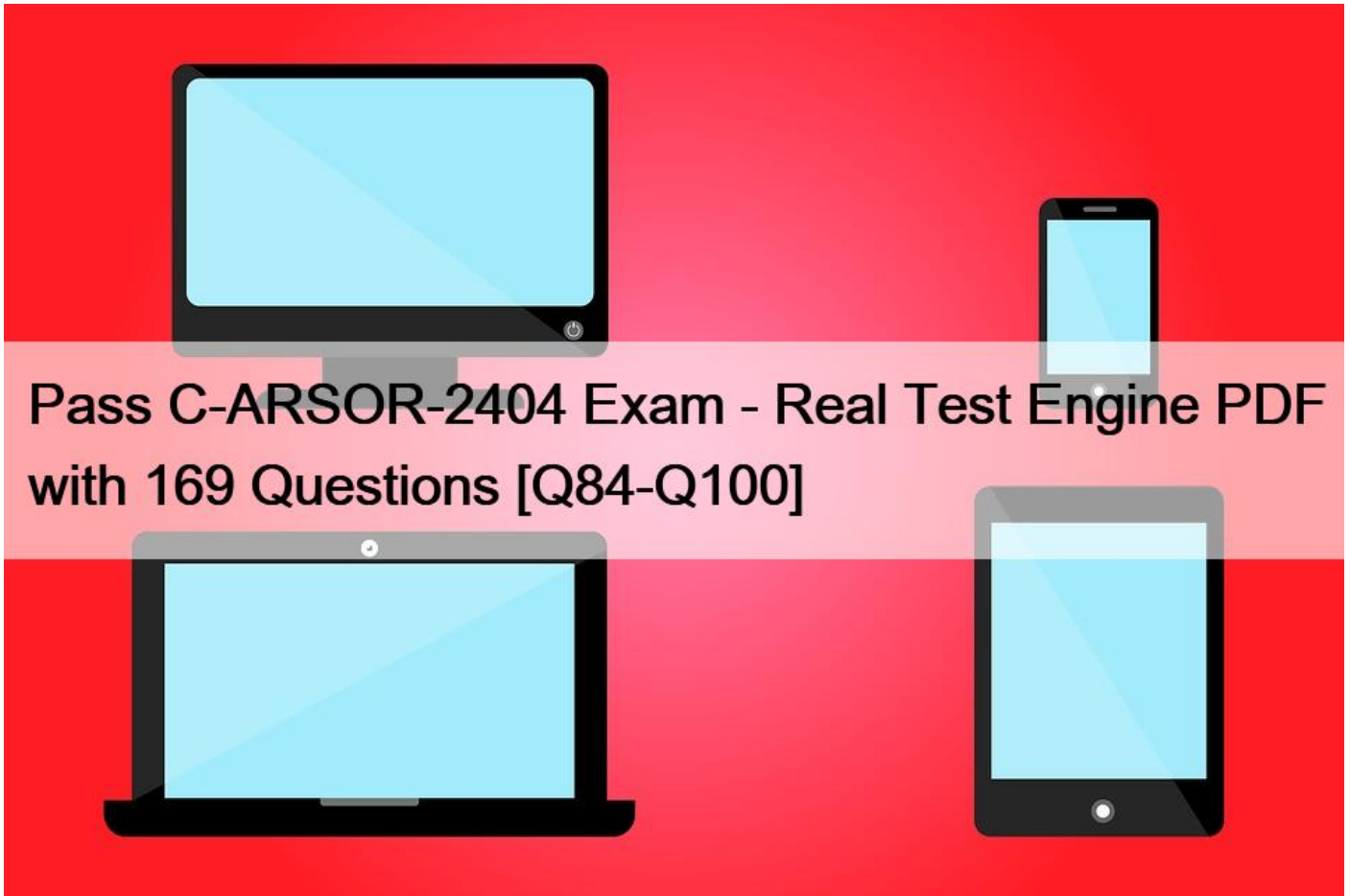


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NO.84 When do auctions have a high likelihood of success?

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

NO.85 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

NO.86 What are the different types of alternative responses available? Note: there are 3 correct answers to this question.

- * Lots/line items

- * Tier
- * Pricing
- * Bundles
- * Terms

NO.87 What does Desktop File Sync/ActiveX do?

- * It synchronizes responses from suppliers
- * It exports reports directly to MExcel
- * It streamlines document revisions;
- * It generates content in the Sourcing library

NO.88 What can you use the Sourcing Library for? Note: there are 2 correct answers to this question.

- * Automatically archive events
- * Search for predecessor projects
- * Store reports
- * Store event content

NO.89 What event type does the unstructured Excel import support?

- * RFI events
- * inRFP events
- * Large-capacity events
- * Auctions

NO.90 What data is shared between all SAP Ariba modules?

- * Units of measure
- * Documents
- * Teams
- * Groups
- * Commodity codes

NO.91 Your Overview tab is set to full view. What actions can you take on the Overview tab of the Sourcing Project?

- * Create project announcements
- * Review quick links
- * Mark the project complete
- * Add a task
- * Upload a document

NO.92 During a sourcing process design workshop, a consultant identifies that the customer does NOT have any documented processes.

- * Use the goal and objectives identified in the project charter to promote a discussion about the customer current process
- * Facilitate a brainstorming session to elicit suggestions for improvement to the current process
- * Escalate the issue to the project sponsors for resolutions
- * Use the SAP Ariba Best Sourcing Practice template as the baseline template for developing the to-be process

NO.93 Which of the following innovations focus on direct material sourcing? Note: There are 2 correct answers to this question.

- * Discount Management
- * Guided Buying
- * Cost Breakdown
- * Product Sourcing

NO.94 As a project owner, what advantage would you have by allowing suppliers to only see their rank?

- * The possibility of a wide variation in bids.
- * Price data is highly sensitive.
- * There are many suppliers invited to the auction.
- * The market for the product on auctions is highly competitive.

NO.95 Where can you access tasks that have been assigned to you? Note: there are 3 correct answers to this question.

- * To-Do portlet
- * Manage > My task
- * Dashboard calendar
- * Manage > to do
- * Manager > Personal workspace

NO.96 Which action can the customer take if the ENABLEJTEMJ/ERSIONING parameter is active?

- * Store the History of BOM changes
- * Add different versions of the same material to sourcing events
- * Assign the BOM to different programs
- * Assign different versions of the same item to different users

NO.97 Which of the following activities does the SAP Ariba Strategic Sourcing Suite facilitate? Note: there are 2 correct answers to this question.

- * View supplier qualification data
- * Order direct materials from a supplier
- * See supplier inventory in an external application
- * Send pricing information to external applications

NO.98 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

NO.99 What user role must you have to load, export, and manage master data in the SAP Ariba system?

- * Customer administrator
- * Customization administrator
- * Project mass edit administrator
- * Project Administrator

NO.100 When is the Ariba review button available? Note: there are 2 correct answers to this question.

- * After publishing, while monitoring
- * On the summary step before publish
- * When a test event is set to YES
- * When the event is in draft status

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