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Exam : **C-ARSOR-2105**

Title : SAP Certified Application
Associate - SAP Ariba Sourcing

Vendor : SAP

Version : DEMO

NO.1 What are some of the benefits of upgrading to Direct Materials sourcing for an SAP Ariba Strategic Sourcing Suite customer?

- A. Source directly from a bill of materials
- B. Increase fill rates
- C. Integrate you PLM and ERP systems
- D. Eliminate home grown portals
- E. Improve supplier qualification.

Answer: A,C,E

NO.2 Which tabs are unique to a published full sourcing project when compared to a published quick sourcing project?

- A. Team
- B. Overview
- C. History
- D. Documents
- E. Tasks

Answer: C,D,E

NO.3 What data is shared between all SAP Ariba modules?

- A. Groups
- B. Units of measure
- C. Teams
- D. Documents
- E. Commodity codes

Answer: A,B,E

NO.4 Which event timing is represented by the attached graphic?

- A. Dutch
- B. Staggered
- C. Parallel
- D. Serial

Answer: B

NO.5 For which of the following products or services might you conduct an index-based auction?

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

Answer: A,B,E

NO.6 What are some of the benefits of requiring pre-bids during the preview period of an auction?

- A. Suppliers can verify if they can supply the items at or below the starting price

- B. Suppliers can be restricted from participating in an auction until they submit a starting price;
- C. Suppliers can review the number of suppliers participating in the auction
- D. Supplier can verify if they can supply the items as designed;
- E. Suppliers can see their rank before the auction opens

Answer: A,B,D

NO.7 How do suppliers bid in a Dutch reverse auction?

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

Answer: D