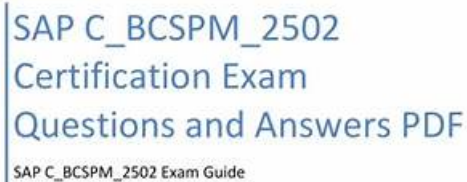


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SAP C-BCSPM-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Discovering SAP Spend Management Solutions: This section of the exam measures the skills of SAP Consultants and Procurement Analysts and covers the foundational aspects of SAP Spend Management. It evaluates your understanding of key modules such as sourcing, procurement, and invoice management. You'll need to demonstrate how these solutions support strategic procurement, drive operational efficiency, and integrate with core finance.

Topic 2	<ul style="list-style-type: none"> Positioning SAP Spend Management Solutions: This section of the exam measures the skills of SAP Sales Consultants and Solution Architects and focuses on articulating the business value and competitive differentiators of SAP Spend Management. It covers how to position these solutions effectively in customer conversations, showcasing how they address cost control, risk mitigation, and supplier performance when compared to alternative offerings.
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SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q28-Q33):

NEW QUESTION # 28

What is the purpose of discovery questions in initial customer discussions?

- A. To negotiate pricing and terms of the deal
- B. To gain insights and tailor your discussion more effectively
- C. To demonstrate the unique features of your solution
- D. To expedite the sales cycle and close deals faster

Answer: B

NEW QUESTION # 29

What challenges could potential clients face that would lead them to implement SAP Fieldglass? Note: There are 2 correct answers to this question.

- A. Data privacy regulation issues
- B. Workforce payments
- C. Time-consuming onboarding
- D. Fragmented labor management

Answer: C,D

NEW QUESTION # 30

Which key features of SAP Ariba contribute to optimizing procurement processes? Note: There are 2 correct answers to this question.

- A. Automation of manual procurement tasks
- B. Increased focus on manual approvals
- C. Limiting supplier collaboration requirements
- D. Integration with other solutions

Answer: A,D

NEW QUESTION # 31

What are the advantages of using SAP Fieldglass? Note: There are 3 correct answers to this question.

- A. Increases agility and cost reduction
- B. Improves internal employee management
- C. Helps companies adapt quickly to changing market demands
- D. Automates internal recruitment processes
- E. Streamlines the management of external workforce

Answer: A,C,E

NEW QUESTION # 32

How does RISE with SAP enhance spend management capabilities?

- A. By reducing focus on cloud solutions
- B. By facilitating cloud transformation
- C. By increasing complexity of procurement automation
- D. By focusing on on-premise systems

Answer: B

NEW QUESTION # 33

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