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SAP C-BCSPM-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q24-Q29):

NEW QUESTION # 24

Which elements of the SAP Concur portfolio can help improve sustainability efforts? Note: There are 3 correct answers to this question.

- A. Reduce the number of business trips to achieve sustainability.
- B. Prohibit all non-essential travel to minimize environmental impact.
- C. Provide travelers with options for eco-friendly transportation and accommodations to align with sustainability goals.
- D. Measure and report on sustainable indicators to enable data-driven decisions to enhance sustainability efforts.
- E. Build trust with stakeholders by providing transparent and verifiable data on sustainability efforts.

Answer: C,D,E

NEW QUESTION # 25

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

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

Answer: C

NEW QUESTION # 26

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

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

Answer: C,D

NEW QUESTION # 27

What are the key functionalities of SAP Ariba Sourcing with AI that streamline the sourcing process? Note: There are 3 correct answers to this question.

- A. Generates a list of potential suppliers based on user preferences and historical purchases
- B. Offers tailored questions for suppliers based on historic sourcing activity
- C. Generates a list of supplier preferences and locations
- D. Suggests AI-driven contract terms
- E. Seamlessly integrates information from spreadsheets into requests

Answer: A,B,D

NEW QUESTION # 28

Which feature of SAP Concur uses Generative AI to automatically itemize complex hotel receipts?

