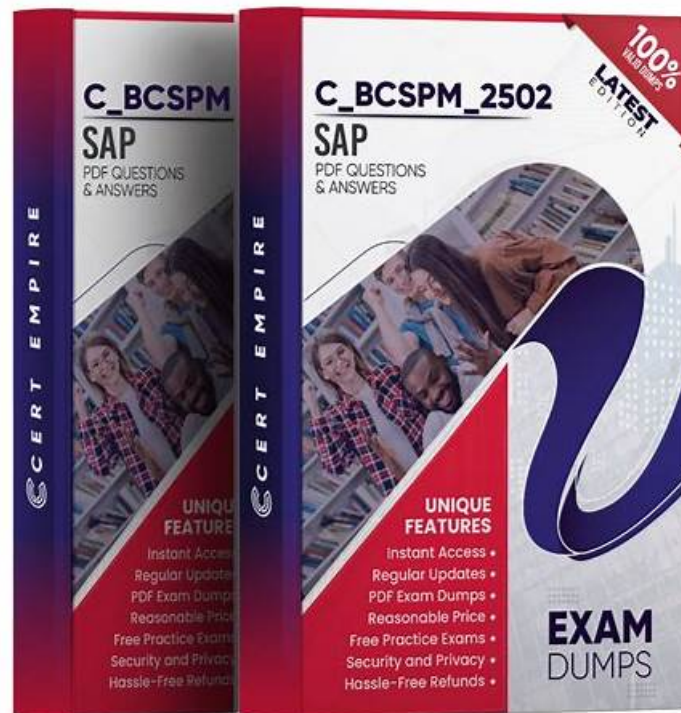


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SAP C_BCSPM_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	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	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 (Q18-Q23):

NEW QUESTION # 18

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

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

Answer: B

NEW QUESTION # 19

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

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

Answer: B,C

NEW QUESTION # 20

Which of the following are the benefits of integrating SAP's spend management single Source-to-Pay (S2P) platform? Note: There are 2 correct answers to this question.

- A. Increase in time required to negotiate contracts.
- B. Enhanced ability to personalize procurement strategies for different departments.
- **C. Elimination of manual data entry, reducing error risks.**
- **D. Improved access to consistent information across all stakeholders.**

Answer: C,D

NEW QUESTION # 21

Which of the following best describes the primary benefit of integrating Concur Expense and Concur Travel into a single platform?

- A. It provides advanced analytics specifically for forecasting future expenses.
- B. It allows businesses to reduce their overall travel budget.
- C. It simplifies the process of tracking individual employee performance.
- **D. It enhances overall business performance through improved efficiency and transparency.**

Answer: D

NEW QUESTION # 22

How do customers benefit from implementing SAP Ariba?

- A. Increasing focus on manual order processing
- B. Expanding the complexity of procurement processes
- C. Narrowing sourcing for direct materials only
- D. Expanding on-premise solutions

Answer: C

NEW QUESTION # 23

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