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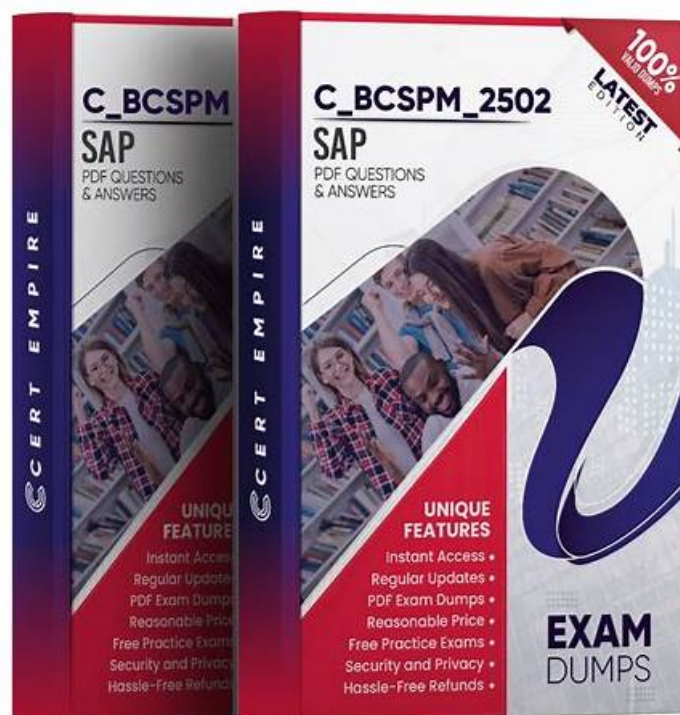
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SAP C_BCSPM_2502 Exam Syllabus Topics:

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 (Q14-Q19):

NEW QUESTION # 14
What are the primary benefits of SAP Ariba for businesses? Note: There are 3 correct answers to this question.

- A. Compliance and risk management
- B. Enhanced travel expense reports
- C. Limiting integration with other external systems
- D. Increased cost efficiency
- E. Improved supplier collaboration

Answer: A,D,E

NEW QUESTION # 15
Which feature of SAP Concur uses Generative AI to automatically itemize complex hotel receipts?

- A. Concur Request
- B. ExpenseIt
- C. Verify
- D. Intelligent Audit

Answer: B

NEW QUESTION # 16
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. Fragmented labor management
- D. Time-consuming onboarding

Answer: C,D

NEW QUESTION # 17
What is the purpose of discovery questions in initial customer discussions?

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

Answer: A

NEW QUESTION # 18
Which strategy is crucial for successfully managing travel and expenses using SAP Concur solutions?

- A. Prioritizing the frequent traveler's preferences
- B. Focusing on the perspectives of C-suite executives when evaluating SAP Concur solutions
- C. Enforcing uniform travel policies that apply to all employees, regardless of their role
- D. Understanding and defining key personas involved in the process, to tailor solutions to their distinct priorities

Answer: D

NEW QUESTION # 19

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