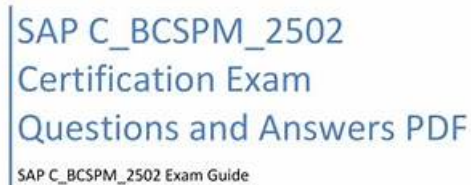# Well-Prepared SAP Exam C-BCSPM-2502 Testking Are Leading Materials & Accurate C-BCSPM-2502: SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions

SAP C_BCSPM_2502
Certification Exam
Questions and Answers PDF

SAP C_BCSPM_2502 Exam Guide

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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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q26-Q31):

NEW QUESTION # 26
Which of the following best describes the primary benefit of integrating Concur Expense and Concur Travel into a single platform?

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

Answer: A

NEW QUESTION # 27
What are the key benefits of using the SAP Fieldglass Analytics Add-on? Note: There are 3 correct answers to this question.

- A. Benchmarking KPIs
- B. Access to real-time data
- C. Interactive dashboards
- D. Replaces the need for standard reporting
- E. Automates report creation

Answer: A,B,C

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 expedite the sales cycle and close deals faster
- D. To demonstrate the unique features of your solution

Answer: B

NEW QUESTION # 29
What is the main benefit of using SAP Business Technology Platform (BTP) for procurement?

- A. Improve manual procurement processes
- B. Enhance procurement and expense management across the organization
- C. Tailor services for business transformation goals
- D. Optimize procurement processes using seamless integration and automation

Answer: D

NEW QUESTION # 30
What advantages does the Intelligent Audit feature provide in the context of expense management? Note: There are 2 correct answers to this question.

- A. Provides deeper insights and enhances decision-making
- B. Enhances automated billing processes
- C. Ensures policy compliance and identifies potential fraud
- D. Eliminates the need for human auditors completely

Answer: A,C

NEW QUESTION # 31
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