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## SAP C\_BCSPM\_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>

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### SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q17-Q22):

#### NEW QUESTION # 17

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

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

**Answer: C**

#### NEW QUESTION # 18

How does SAP Ariba Category Management with Generative AI enhance category strategy development? Note: There are 2 correct answers to this question.

- A. Automatically captures supplier selections
- B. Provides contextual insights for decision-making
- C. Enriches and categorizes spend data
- D. Reduces onboarding time for internal employees

**Answer: B,C**

#### NEW QUESTION # 19

Which aspect of SAP Ariba showcases its end-to-end capabilities?

- A. Enhanced focus on non-PO invoices
- B. Tracking of supplier performance
- C. Automation of procurement processes from sourcing to payment
- D. Isolation of spend data across different departments

**Answer: C**

#### NEW QUESTION # 20

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

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

**Answer: B,C**

#### NEW QUESTION # 21

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

- Answer: D**

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