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## **SAP C\_BCSPM\_2502 Certification Exam Questions and Answers PDF**

SAP C\_BCSPM\_2502 Exam Guide

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Prepare for the SAP C\_BCSPM\_2502 Certification Exam with this comprehensive guide on Positioning SAP Business Suite via SAP Spend Management Solutions. This PDF includes an exam-summary, syllabus, sample questions with answers, and expert tips to help you achieve success. Learn about key SAP Spend Management concepts, best preparation strategies, and recommended study resources to boost your exam performance. Get ready to pass the SAP C\_BCSPM\_2502 exam with confidence and advance your SAP career today!

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

Topic	Details
Topic 1	<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>

Topic 2	<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>
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### **SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q16-Q21):**

#### **NEW QUESTION # 16**

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

**Answer: A,B,C**

#### **NEW QUESTION # 17**

What key market trend is driving the need for integrated Spend Management solutions?

- A. Emphasis on visibility into spending patterns
- B. Decreased focus on sustainability considerations
- C. Increased reliance on manual procurement processes
- D. A shift toward AI-driven tools

**Answer: A**

#### **NEW QUESTION # 18**

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

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

**Answer: B**

#### **NEW QUESTION # 19**

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 negotiate pricing and terms of the deal
- D. To gain insights and tailor your discussion more effectively

**Answer: D**

#### **NEW QUESTION # 20**

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 enhances overall business performance through improved efficiency and transparency.
- C. It simplifies the process of tracking individual employee performance.
- D. It allows businesses to reduce their overall travel budget.

**Answer: B**

#### **NEW QUESTION # 21**

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