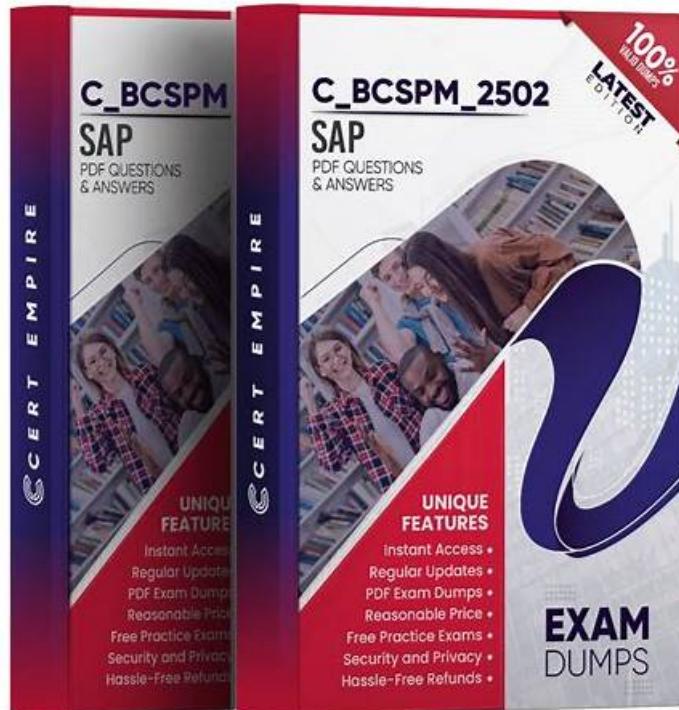


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SAP C_BCSPM_2502 Exam Syllabus Topics:

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

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

NEW QUESTION # 26

When analyzing Receivables Management Processes, SAP Business AI brings in several automated functionalities. Which of the following belong to those functionalities? Note: There are 2 correct answers to this question.

- A. Intelligent collections management
- B. Automated release of supplier invoice upon customer payment
- C. Collection and update of dispute case information
- D. Mass update of journal entry details without impacting financial postings

Answer: A,C

NEW QUESTION # 27

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

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

Answer: B,C

NEW QUESTION # 28

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

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

Answer: C

NEW QUESTION # 29

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

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

Answer: A,B

NEW QUESTION # 30

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

- A. Emphasis on visibility into spending patterns
- B. Increased reliance on manual procurement processes

- C. A shift toward AI-driven tools
- D. Decreased focus on sustainability considerations

Answer: A

NEW QUESTION # 31

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