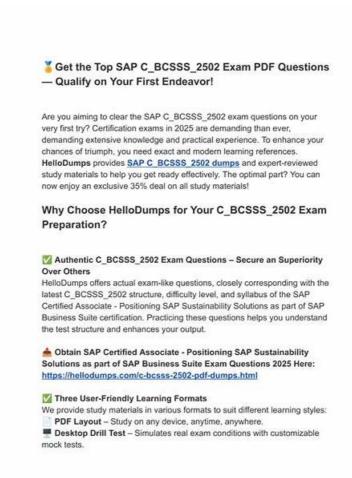
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SAP C BCSSS 2502 Exam Syllabus Topics:

Topic	Details
Topic 1	Business Value, Opportunity and Differentiators: This section of the exam measures the skills of sustainability sales consultants and covers how SAP Sustainability Solutions create business value. It evaluates the ability to identify opportunities in sustainability transformation and clearly communicate SAP's differentiators in the market. The focus is on helping professionals position SAP solutions as impactful, value-driven tools within sustainability conversations.
Topic 2	Sustainable Business Concepts, Compliance and Use Cases: This section of the exam measures the skills of sustainability advisors and focuses on fundamental concepts of sustainable operations. It covers key compliance frameworks, real-world use cases, and the practical applications of sustainability initiatives across industries. Professionals are expected to show awareness of how regulations and best practices shape business sustainability.
Topic 3	SAP Sustainability Solutions, Processes and Strategy: This section of the exam measures the skills of SAP solution positioning specialists and covers an in-depth understanding of SAP's sustainability portfolio. It emphasizes the role of SAP processes in environmental, social, and governance (ESG) goals and how SAP's strategy aligns with broader sustainable business practices. The knowledge evaluated here helps in confidently mapping customer needs to relevant SAP sustainability tools.

SAP Positioning SAP Sustainability Solutions as part of SAP Business Suite Sample Questions (Q11-Q16):

NEW QUESTION #11

Which of the following are examples of SAP's business process integration with sustainability? Note: There are 3 correct answers.

- A. Sustainable Plan to Fulfill
- B. Sustainable Sell to Resell
- C. Sustainable Produce to Recycle
- D. Sustainable Acquire to Decommission
- E. Sustainable Lead to Cash

Answer: A,C,D

NEW QUESTION #12

What is 'Double Materiality'?

- A. Companies consider both the financial impacts of climate change and their impact on the environment and society.
- B. The emissions impact of materials and products are separated to separately evaluate their respective reuse potential.
- C. Companies take a 'double-bookkeeping' approach to emissions accounting to measure both debits (emissions) and credits (corporate offsets).
- D. The sustainability impact of procured materials and components is separated from the impact of the finally produced product.

Answer: A

NEW QUESTION #13

What is SAP's sustainability value proposition?

• A. A message that after 50 years of partnership customers should be able to trust SAP to support their transition to

sustainable intelligent enterprises.

- B. A business process-centric, AI-enabled, and cloud-based approach to sustainability management.
- C. A portfolio of best-of-breed sustainability solutions disconnected from ERP.
- D. A data model in SAP Business Technology Platform to build custom solutions as regulations change.

Answer: B

NEW OUESTION #14

Which of the following represents the current market state for sustainability solutions according to SAP?

- A. Most major innovation has been done and solutions are becoming commoditized. Therefore, SAP competes mainly on price and not capabilities.
- B. The sustainability solutions market has minimal competition, as SAP's competitors are still evaluating their response to growing regulation.
- C. Pure-play vendors are just starting to enter the market, and SAP has an opportunity through integrated business processes and data, and also its extensive AI portfolio.
- D. The sustainability solutions market is still developing, with significant potential for growth and evolution. This stage of maturity provides SAP with substantial opportunities to shape and dominate the market.

Answer: C

NEW QUESTION #15

What are the two parallel paths available to help businesses incorporate AI into their sustainability journey with SAP?

- A. Third-party AI software and manual processes.
- B. Embedded AI capabilities and custom AI extensions via SAP Business Technology Platform.
- C. Pre-built AI solutions and legacy AI systems.
- D. AI plugins and open-source AI tools.

Answer: B

NEW QUESTION #16

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