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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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q25-Q30):

NEW QUESTION # 25

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

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

Answer: A

NEW QUESTION # 26

Which elements of the SAP Concur portfolio can help improve sustainability efforts? Note: There are 3 correct answers to this question.

- A. Prohibit all non-essential travel to minimize environmental impact.
- B. Reduce the number of business trips to achieve sustainability.
- C. Provide travelers with options for eco-friendly transportation and accommodations to align with sustainability goals.
- D. Build trust with stakeholders by providing transparent and verifiable data on sustainability efforts.
- E. Measure and report on sustainable indicators to enable data-driven decisions to enhance sustainability efforts.

Answer: C,D,E

NEW QUESTION # 27

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

Answer: A

NEW QUESTION # 28

How do customers benefit from implementing SAP Ariba?

- A. Narrowing sourcing for direct materials only
- B. Expanding the complexity of procurement processes
- C. Expanding on-premise solutions
- D. Increasing focus on manual order processing

Answer: A

NEW QUESTION # 29

Which of the following are the benefits of integrating SAP's spend management single Source-to-Pay (S2P) platform? Note: There are 2 correct answers to this question.

- A. Increase in time required to negotiate contracts.
- B. Enhanced ability to personalize procurement strategies for different departments.
- C. Elimination of manual data entry, reducing error risks.
- D. Improved access to consistent information across all stakeholders.

Answer: C,D

NEW QUESTION # 30

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There is no doubt that in the future information society, knowledge and skills will be a major driver for economic growth and one of the major contributors to the sustainable development of the information industry. And getting the related SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions certification in your field will be the most powerful way for you to show your professional knowledge and skills. However, it is not easy for the majority of candidates to prepare for the exam in order to pass it, if you are one of the candidates who are worrying about the exam now, congratulations, there is a panacea for you--our C_BCSPM_2502 Study Tool.

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