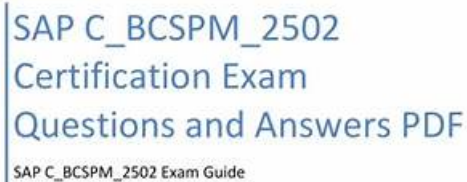


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SAP C-BCSPM-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

Topic 2	<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.
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SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13

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

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

Answer: C,D

NEW QUESTION # 14

How does RISE with SAP enhance spend management capabilities?

- A. By focusing on on-premise systems
- **B. By facilitating cloud transformation**
- C. By reducing focus on cloud solutions
- D. By increasing complexity of procurement automation

Answer: B

NEW QUESTION # 15

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 # 16

Why is Spend Management critical for organizations today?

- A. It prioritizes short-term savings over long-term strategic benefits.
- B. It focuses on reducing the need for supplier collaboration for increased efficiency.
- C. It eliminates the need for automation in procurement processes.
- D. It enables improved compliance, cost savings, and alignment with sustainability goals.

Answer: D

NEW QUESTION # 17

Which strategy is crucial for successfully managing travel and expenses using SAP Concur solutions?

- A. Understanding and defining key personas involved in the process, to tailor solutions to their distinct priorities
- B. Focusing on the perspectives of C-suite executives when evaluating SAP Concur solutions
- C. Prioritizing the frequent traveler's preferences
- D. Enforcing uniform travel policies that apply to all employees, regardless of their role

Answer: A

NEW QUESTION # 18

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