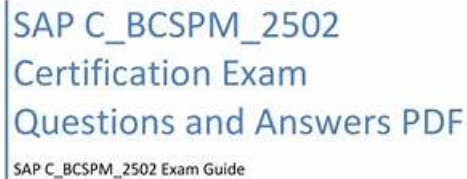


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SAP C_BCSPM_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	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	• 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 (Q13-Q18):

NEW QUESTION # 13

How do customers benefit from implementing SAP Ariba?

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

Answer: B

NEW QUESTION # 14

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

Answer: C,D

NEW QUESTION # 15

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

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

Answer: A

NEW QUESTION # 16

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

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

Answer: C

NEW QUESTION # 17

How does SAP Ariba enable businesses to align with sustainability goals? Note: There are 2 correct answers to this question.

- A. By prioritizing the need for manual compliance measures
- **B. By providing tools to track and manage environmental impacts**
- **C. By fostering relationships with environmentally responsible suppliers**
- D. By focusing on cost savings

Answer: B,C

NEW QUESTION # 18

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