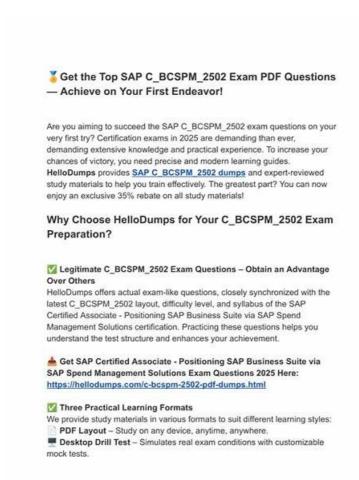
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### SAP C BCSPM 2502 Exam Syllabus Topics:

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	<ul> <li>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.</li> </ul>

# SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q28-Q33):

#### **NEW QUESTION #28**

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

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

Answer: A,D

#### **NEW QUESTION #29**

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. Prioritizing the frequent traveler's preferences
- C. Focusing on the perspectives of C-suite executives when evaluating SAP Concur solutions
- D. Enforcing uniform travel policies that apply to all employees, regardless of their role

Answer: A

#### **NEW QUESTION #30**

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

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

Answer: C

#### **NEW OUESTION #31**

What are the key functionalities of SAP Ariba Sourcing with AI that streamline the sourcing process? Note: There are 3 correct answers to this question.

A. Offers tailored questions for suppliers based on historic sourcing activity

- B. Seamlessly integrates information from spreadsheets into requests
- C. Generates a list of potential suppliers based on user preferences and historical purchases
- D. Generates a list of supplier preferences and locations
- E. Suggests AI-driven contract terms

Answer: A,C,E

#### **NEW QUESTION #32**

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 #33**

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