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SAP Certified Associate - Positioning SAP Business AI Solutions as part of
SAP Business Suite

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SAP C-BCSPM-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	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	• 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 (Q17-Q22):

NEW QUESTION # 17

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

Answer: A,D,E

NEW QUESTION # 18

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

Answer: B,D

NEW QUESTION # 19

In SAP Fieldglass, which AI enhancement aids buyers in reflecting clear job requirements without bias to their suppliers?

- A. AI-generated SOW descriptions
- B. AI-generated resume analysis
- C. AI-assisted position summary
- D. AI-assisted creation of statements of work

Answer: A

NEW QUESTION # 20

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

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

Answer: A,D

NEW QUESTION # 21

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 negotiate pricing and terms of the deal
- D. To expedite the sales cycle and close deals faster

Answer: A

NEW QUESTION # 22

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