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SAP C-BCSSS-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	Business Value, Opportunity and Differentiators: This section of the exam measures the skills of sustainability sales consultants and covers how SAP Sustainability Solutions create business value. It evaluates the ability to identify opportunities in sustainability transformation and clearly communicate SAP's differentiators in the market. The focus is on helping professionals position SAP solutions as impactful, value-driven tools within sustainability conversations.
Topic 2	SAP Sustainability Solutions, Processes and Strategy: This section of the exam measures the skills of SAP solution positioning specialists and covers an in-depth understanding of SAP's sustainability portfolio. It emphasizes the role of SAP processes in environmental, social, and governance (ESG) goals and how SAP's strategy aligns with broader sustainable business practices. The knowledge evaluated here helps in confidently mapping customer needs to relevant SAP sustainability tools.
Topic 3	Sustainable Business Concepts, Compliance and Use Cases: This section of the exam measures the skills of sustainability advisors and focuses on fundamental concepts of sustainable operations. It covers key compliance frameworks, real-world use cases, and the practical applications of sustainability initiatives across industries. Professionals are expected to show awareness of how regulations and best practices shape business sustainability.

SAP Positioning SAP Sustainability Solutions as part of SAP Business Suite Sample Questions (Q31-Q36):

NEW QUESTION # 31

Which of the following SAP sustainability solutions allow our customers to 'treat carbon like money'?

- A. SAP Green Ledger
- B. SAP Green Token
- C. SAP Sustainability Control Tower
- D. SAP Sustainability Data Exchange

Answer: A

NEW QUESTION # 32

Which of the following are differentiators of SAP sustainability solutions?

Note: There are 3 correct answers to this question.

- A. SAP's sustainability solutions are tightly integrated into its cloud ERP system
- B. SAP makes all its sustainability solutions open-source to allow for customers and citizen developers to add to their capabilities.
- C. SAP solutions come with built-in AI features, helping businesses automate sustainability processes.
- D. SAP has a holistic view of sustainability that goes beyond mere ESG reporting.
- E. SAP makes sure that all sales interactions are carried out via MS Teams/Zoom to show that SAP 'walks the talk' when going through the sales cycle.

Answer: A,C,D

NEW QUESTION # 33

What is 'Double Materiality'?

- A. The emissions impact of materials and products are separated to separately evaluate their respective reuse potential.
- B. The sustainability impact of procured materials and components is separated from the impact of the finally produced product.
- C. Companies consider both the financial impacts of climate change and their impact on the environment and society.
- D. Companies take a 'double-bookkeeping' approach to emissions accounting to measure both debits (emissions) and credits (corporate offsets).

Answer: C

NEW QUESTION # 34

Which industries benefit most from SAP Sustainability Footprint Management?

Note: There are 3 correct answers to this question.

- **A. Industrial manufacturing**
- B. Finance and banking
- **C. Consumer products**
- D. Professional services
- **E. Chemicals**

Answer: A,C,E

NEW QUESTION # 35

Which of the following economic sectors are focus areas for SAP Sustainability?

Note: There are 3 correct answers to this question.

- A. Arts & culture
- **B. Discrete manufacturing**
- C. Hospitality
- **D. Consumer & retail**
- **E. Energy-intensive industries**

Answer: B,D,E

NEW QUESTION # 36

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