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SAP C-BCSPM-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

Topic 2	<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.
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SAP Certified Associate - Positioning SAP Business Suite via SAP Spend Management Solutions Sample Questions (Q11-Q16):

NEW QUESTION # 11

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

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

Answer: B

NEW QUESTION # 12

Which of the following best describes the primary benefit of integrating Concur Expense and Concur Travel into a single platform?

- A. It simplifies the process of tracking individual employee performance.
- B. It provides advanced analytics specifically for forecasting future expenses.
- C. It allows businesses to reduce their overall travel budget.
- **D. It enhances overall business performance through improved efficiency and transparency.**

Answer: D

NEW QUESTION # 13

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 # 14

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

- A. To expedite the sales cycle and close deals faster

- B. To gain insights and tailor your discussion more effectively
- C. To demonstrate the unique features of your solution
- D. To negotiate pricing and terms of the deal

Answer: B

NEW QUESTION # 15

How does SAP Spend Management address the challenge of fragmented processes in procurement?

- A. By eliminating the need for analytics in procurement
- B. By integrating data and processes for a holistic view of spend
- C. By increasing reliance on manual tracking methods
- D. By improving siloed solutions for specific departments

Answer: B

NEW QUESTION # 16

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