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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 (Q18-Q23):

NEW QUESTION # 18

How does SAP Ariba Category Management with Generative AI enhance category strategy development? Note: There are 2 correct answers to this question.

- A. Enriches and categorizes spend data
- B. Automatically captures supplier selections
- C. Provides contextual insights for decision-making
- D. Reduces onboarding time for internal employees

Answer: A,C

NEW QUESTION # 19

Which strategy is crucial for successfully managing travel and expenses using SAP Concur solutions?

- A. Prioritizing the frequent traveler's preferences
- B. Understanding and defining key personas involved in the process, to tailor solutions to their distinct priorities
- C. Enforcing uniform travel policies that apply to all employees, regardless of their role
- D. Focusing on the perspectives of C-suite executives when evaluating SAP Concur solutions

Answer: B

NEW QUESTION # 20

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 expedite the sales cycle and close deals faster
- D. To gain insights and tailor your discussion more effectively

Answer: D

NEW QUESTION # 21

Which elements of the SAP Concur portfolio can help improve sustainability efforts? Note: There are 3 correct answers to this question.

- A. Prohibit all non-essential travel to minimize environmental impact.
- B. Reduce the number of business trips to achieve sustainability.
- C. Build trust with stakeholders by providing transparent and verifiable data on sustainability efforts.
- D. Provide travelers with options for eco-friendly transportation and accommodations to align with sustainability goals.
- E. Measure and report on sustainable indicators to enable data-driven decisions to enhance sustainability efforts.

Answer: C,D,E

NEW QUESTION # 22

What advantages does the Intelligent Audit feature provide in the context of expense management? Note: There are 2 correct answers to this question.

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

Answer: A,B

NEW QUESTION # 23

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