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Sample C_BCSPM_2502 Questions



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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 (Q26-Q31):

NEW QUESTION # 26

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

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

Answer: A

NEW QUESTION # 27

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

Answer: B,D,E

NEW QUESTION # 28

What is the main advantage of understanding the key procurement personas in the context of SAP Fieldglass?

- A. To manage and track service level agreements (SLAs).
- **B. To ensure you say the right things to the right person at the right time.**
- C. To automate the invoicing processes.
- D. To streamline the onboarding process for new suppliers.

Answer: B

NEW QUESTION # 29

Which feature of SAP Concur uses Generative AI to automatically itemize complex hotel receipts?

- A. Intelligent Audit
- **B. ExpenseIt**
- C. Concur Request
- D. Verify

Answer: B

NEW QUESTION # 30

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

- **A. To gain insights and tailor your discussion more effectively**
- B. To negotiate pricing and terms of the deal
- C. To demonstrate the unique features of your solution
- D. To expedite the sales cycle and close deals faster

Answer: A

NEW QUESTION # 31

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