

# Accurate Valid C-BCSBN-2502 Test Syllabus | Valid for SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions



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## SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Customer Alignment and Value Communication: The final topic evaluates the ability to align SAP's supply chain solutions with specific customer business needs. It includes tailoring recommendations, addressing customer challenges, and clearly communicating value propositions. Sales professionals must demonstrate skills in articulating how SAP SCM delivers measurable business outcomes.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Understanding and Positioning SAP SCM Capabilities: This topic focuses on the ability to position the SAP Business Suite by emphasizing the features and benefits of SAP Supply Chain Management (SCM) solutions. It includes a strong understanding of how SAP SCM supports end-to-end supply chain processes such as demand planning, supply network planning, production planning, logistics, and order fulfillment.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Integration and Strategic Value of SAP Business Suite with SCM: This section explores how the SAP Business Suite integrates with SAP SCM to improve overall supply chain performance. Candidates are assessed on their understanding of how this integration enhances visibility, collaboration, and responsiveness across the supply chain, enabling more efficient and agile operations.</li></ul>

## SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q15-Q20):

### NEW QUESTION # 15

How can AI help deliver the insights and resilience needed to keep your logistics flowing across the globe in Transportation Management? Note: There are 3 correct answers to this question.

- A. Integration with SAP Manufacturing
- B. Real-time incident reports
- C. Enterprise cancellation risk
- D. Overall process evaluation
- E. Smart scenario planning

**Answer: B,D,E**

Explanation:

Solution:

Here are the three correct ways SAP Transportation Management (TM) uses AI to deliver insights and resilience:

\* A. Overall process evaluation

AI embedded in SAP TM provides comprehensive analysis of freight operations-evaluating performance, bottlenecks, and sustainability metrics-to continuously improve resilience

\* D. Smart scenario planning

The system uses constraint-based optimization and "what-if" simulations powered by AI to test alternative routes, capacity allocations, and contingency plans, enabling smarter, faster decision-making training.sap.com

\* E. Real-time incident reports

AI-driven event management monitors transportation in real time-tracking milestones, generating alerts for delays or disruptions, and supporting rapid, proactive responses.

Options B and C are not cited on learning.sap.com in the context of AI use in SAP TM.

### NEW QUESTION # 16

Which components of an SAP Business Network presentation address COO concerns about supply chain transparency and partner connectivity? Note: There are 2 correct answers to this question.

- A. Raises awareness of visibility issues
- B. Emphasizes digital relationships to foster collaboration
- C. Focuses on the benefits of local suppliers
- D. Highlights cost-saving opportunities to meet budget considerations

**Answer: A,B**

Explanation:

Solution:

The two correct answers, based solely on content from learning.sap.com about addressing a COO's concerns on supply chain transparency and partner connectivity, are:

\* A. Emphasizes digital relationships to foster collaboration

SAP Business Network enhances collaboration by enabling real-time, digital connections with trading partners-supporting unified communication and document exchange across the supply chain learning.sap.com

\* B. Raises awareness of visibility issues

The COO narrative prioritizes delivering customer service and full transparency by providing real-time visibility across the network, predicting risks, and simulating scenarios with partners learning.sap.com

Options C and D are not emphasized in the COO context on learning.sap.com

#### NEW QUESTION # 17

Which approaches in SAP Business Suite enhance warehouse efficiency?Note: There are 2 correct answers to this question.

- A. Implementation of real-time insights
- B. Integrate closed-loop planning with AI automation
- C. Align forecast with production cost budgets
- D. Automation of supplier selection

**Answer: A,B**

Explanation:

Solution:

The two methods in SAP Business Suite that enhance warehouse efficiency, as outlined on learning.sap.com, are:

\* C. Implementation of real-time insights

The suite enables real-time scenario simulations, AI-driven insights, and visibility into operations and inventory, allowing warehouse managers to react quickly and optimize workflows.

\* D. Integrate closed-loop planning with AI automation

Closed-loop planning synchronizes operational changes in real time, maintaining smooth, adaptive warehouse processes. Combined with AI automation, this maximizes resource efficiency and throughput learning.sap.com

#### NEW QUESTION # 18

Which methods in SAP Business Suite drive innovative product development using customer feedback and AI?Note: There are 2 correct answers to this question.

- A. Harnesses generative AI and customer feedback to stimulate product innovation
- B. Integrates supply chain processes enhancing design with AI
- C. Optimizes manufacturing processes by supporting creativity
- D. Uses financial analysis for effective management of innovation budgets

**Answer: A,B**

Explanation:

Solution:

The two correct methods from learning.sap.com that drive innovative product development in SAP Business Suite using customer feedback and AI are:

\* A. Harnesses generative AI and customer feedback to stimulate product innovation SAP Business Suite leverages generative AI capabilities-powered by Joule-and rich customer insights to propose new features, designs, and improvements. This integration of feedback and advanced AI helps spark innovation throughout the product development cycle.

\* D. Integrates supply chain processes enhancing design with AI

Embedded AI within the suite enables cross-functional integration where design, supply chain, and development data converge. This empowers AI-driven recommendations that optimize product design in harmony with logistics and production considerations.

Options B and C are not emphasized on learning.sap.com in the context of AI-driven, customer-feedback-based innovation.

### NEW QUESTION # 19

How does the asset management module in SAP Business Suite enhance uptime and predict failures within the energy sector through AI-driven maintenance processes?

- A. Automates procurement
- **B. CO Integrates maintenance processes**
- C. Tracks financial performance
- D. Improves transportation

**Answer: B**

Explanation:

Solution:

The correct answer from learning.sap.com regarding how the asset management module in SAP Business Suite enhances uptime and predicts failures in the energy sector through AI-driven maintenance is:

\* D. CO Integrates maintenance processes

SAP's asset management module (often referred to as SAP Asset Performance Management or SAP Intelligent Asset Management) deeply integrates maintenance workflows-leveraging AI for predictive maintenance. This enables real-time monitoring, anomaly detection, and proactive scheduling, thereby improving asset availability, minimizing unplanned downtime, and optimizing maintenance tasks within energy operations community.sap.comsap.com

### NEW QUESTION # 20

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