

# C-BCSBS-2502 Fragenkatalog & C-BCSBS-2502 Prüfungsfragen



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Die SAP C-BCSBS-2502 Zertifizierungsprüfung gehört zu den beliebtesten IT-Zertifizierungen. Viele ambitionierte IT-Fachleute wollen auch SAP C-BCSBS-2502 Prüfung bestehen. Viele Kandidaten sollen genügende Vorbereitungen treffen, um eine hohe Note zu bekommen und sich den Bedürfnissen des Marktes anzupassen.

Die Fragenkataloge zur SAP C-BCSBS-2502 Prüfung von Zertpruefung sind die besten im Vergleich zu den anderen Materialien. Wenn Sie Fragenkataloge suchen, wählen Sie doch die Fragenkataloge zur SAP C-BCSBS-2502 Prüfung von Zertpruefung. Und Sie würden viel davonprofitieren. Sonst würden Sie bereuen.

>> C-BCSBS-2502 Fragenkatalog <<

**C-BCSBS-2502 Übungstest: SAP Certified Associate - Positioning SAP**

## Business Suite & C-BCSBS-2502 Brindumps Prüfung

Viel Zeit und Geld auszugeben ist nicht so gut als eine richtige Methode auszuwählen. Wenn Sie jetzt auf die SAP C-BCSBS-2502 Prüfung vorbereiten, dann ist die Software, die vom Team der Zertprüfung hergestellt wird, ist Ihre beste Wahl. Unser Ziel ist sehr einfach, dass Sie die SAP C-BCSBS-2502 Prüfung bestehen. Wenn das Ziel nicht erreicht wird, bieten wir Ihnen volle Rückerstattung, um ein Teil Ihres Verlustes zu kompensieren. Bitte glauben Sie unsere Herzlichkeit! Wir wünschen Ihnen viel Glück beim Test der SAP C-BCSBS-2502!

### SAP C-BCSBS-2502 Prüfungsplan:

Thema	Einzelheiten
Thema 1	<ul style="list-style-type: none"><li>Positioning SAP Business Data Cloud: This section of the exam measures the skills of Enterprise Architects and covers the positioning and strategic use of SAP Business Data Cloud. It involves understanding how data from various sources is managed, governed, and accessed to support intelligent business operations. The section aims to equip professionals with the ability to explain data unification and connectivity through SAP's cloud-based data platform.</li></ul>
Thema 2	<ul style="list-style-type: none"><li>Discovering SAP Business AI: This section of the exam measures the skills of Digital Transformation Specialists and focuses on exploring how SAP Business AI enables smarter decision-making. It includes identifying AI-driven features embedded within SAP solutions and how they contribute to automation, predictions, and enhanced business outcomes. Professionals are expected to understand how to promote AI adoption in business processes using SAP's intelligent technologies.</li></ul>
Thema 3	<ul style="list-style-type: none"><li>Positioning SAP Business Suite: This section of the exam measures the skills of Solution Consultants and covers how to effectively position the SAP Business Suite within various business scenarios. It includes understanding the core value, capabilities, and strategic advantages of SAP's integrated business applications. The focus is on enabling consultants to align SAP Business Suite offerings with customer needs to support end-to-end processes.</li></ul>

## SAP Certified Associate - Positioning SAP Business Suite C-BCSBS-2502 Prüfungsfragen mit Lösungen (Q23-Q28):

### 23. Frage

Which SAP Business Suite application is responsible for handling logistics execution and transportation management? Please choose the correct answer.

- A. SAP CRM
- B. SAP HR
- C. SAP FI
- D. SAP SCM

Antwort: D

### 24. Frage

What does SAP recommend you do to explain the value of the SAP Business Suite?

- A. Lead with a buying center persona view in tune with customer business challenges
- B. Position SAP's portfolio of applications, data, and business AI as standalone value drivers
- C. Articulate the same end-to-end suite value proposition to all C-level personas

Antwort: A

### Begründung:

The question asks for SAP's recommended approach to explaining the value of SAP Business Suite to customers. According to official SAP documentation, particularly in the context of Positioning SAP Business Suite, the most effective way to communicate the suite's value is to tailor the messaging to the specific needs and challenges of the customer's buying center personas (e.g., CFO,

CIO, CEO). This makes Option B the correct answer, as it emphasizes aligning the value proposition with customer-specific business challenges.

Explanation of Correct answer:

Option B: Lead with a buying center persona view in tune with customer business challenges SAP recommends a customer-centric approach when explaining the value of SAP Business Suite, which includes solutions like SAP S/4HANA Cloud, SAP Business Technology Platform (BTP), and integrated AI and analytics capabilities. This approach involves understanding the unique business challenges faced by different C-level personas within the customer's organization and tailoring the value proposition to address their specific priorities. The Positioning SAP Business Suite documentation on [learning.sap.com](https://learning.sap.com) states:

"To effectively communicate the value of SAP Business Suite, SAP recommends leading with a buying center persona view. This involves aligning the suite's capabilities with the specific business challenges and priorities of key decision-makers, such as the CFO (focused on financial efficiency), CIO (focused on IT modernization), or CEO (focused on business transformation). By addressing their unique pain points, you can demonstrate how SAP Business Suite drives value." For example, when engaging with a CFO, the value proposition might highlight how SAP S/4HANA Cloud optimizes financial processes and provides real-time insights for cost savings. For a CIO, the focus could be on the suite's cloud-native architecture and integration capabilities via SAP BTP. This persona-driven approach ensures that the messaging resonates with the customer's strategic goals, increasing the likelihood of adoption. The documentation further notes:

"A persona-based approach allows you to articulate how SAP Business Suite addresses industry-specific challenges, delivering outcomes like operational efficiency, innovation, and sustainability tailored to the customer's context." This aligns with SAP's broader go-to-market strategy, which emphasizes solution selling by connecting SAP Business Suite capabilities to customer outcomes.

Explanation of Incorrect Answers:

Option A: Articulate the same end-to-end suite value proposition to all C-level personas This option is incorrect because presenting a generic, one-size-fits-all value proposition to all C-level personas fails to address their distinct priorities and challenges. While SAP Business Suite offers end-to-end capabilities (e.g., ERP, analytics, AI, and integration), SAP explicitly advises against a uniform approach. The documentation clarifies:

"Avoid presenting a generic value proposition for SAP Business Suite to all stakeholders. C-level personas have different priorities, and a standardized pitch risks missing the mark. Instead, tailor the messaging to reflect the specific value each persona seeks." For instance, a CEO may prioritize business growth and market competitiveness, while a CFO focuses on cost optimization. A uniform pitch would dilute the relevance of the suite's benefits, making it less compelling.

Option C: Position SAP's portfolio of applications, data, and business AI as standalone value drivers This option is incorrect because SAP recommends presenting SAP Business Suite as an integrated solution rather than emphasizing its components (applications, data, and business AI) as standalone value drivers. The suite's strength lies in its holistic integration, enabling seamless processes, real-time insights, and innovation across the enterprise. The documentation states:

"SAP Business Suite delivers maximum value through its integrated architecture, combining applications, data, and AI to drive end-to-end business processes. Positioning these components as standalone solutions undermines the suite's ability to provide a unified, transformative impact." For example, while SAP Datasphere (data management) and SAP Joule (business AI) are powerful, their value is amplified when integrated with SAP S/4HANA Cloud within the suite. Highlighting them independently could fragment the value proposition and confuse customers about the suite's cohesive benefits.

Summary:

SAP's recommended approach to explaining the value of SAP Business Suite is to lead with a buying center persona view that aligns the suite's capabilities with the customer's specific business challenges, as stated in Option B. This ensures relevance and impact for key decision-makers. Option A is incorrect because a generic value proposition ignores persona-specific needs, and Option C is incorrect because it fragments the suite's integrated value. By focusing on customer challenges and tailoring the messaging, SAP Business Suite can be positioned as a transformative solution for intelligent, sustainable enterprises.

References:

Positioning SAP Business Suite, [learning.sap.com](https://learning.sap.com)

SAP Business Suite: Value Proposition and Go-to-Market Strategy, SAP Help Portal  
Selling SAP S/4HANA Cloud: Best Practices, SAP Community Blogs  
SAP Business Suite Overview and Positioning, SAP Learning Hub

## 25. Frage

How can the data platform of SAP Business Data Cloud help organizations? Note: There are 3 correct answers to this question.

- A. By streamlining operations with advanced data pipelines
- B. By creating automated workflows
- C. By improving agility by enabling teams to respond to change quickly
- D. By enabling data modeling and transformation through third-party tools
- E. By integrating SAP and third-party data

Antwort: A,C,E

Begründung:

The SAP Business Data Cloud (BDC) is a Software-as-a-Service (SaaS) solution designed to unify and harmonize data from SAP and non-SAP sources, enabling organizations to achieve advanced analytics and AI-driven insights. The question asks how the data platform of SAP BDC helps organizations, with three correct answers. Below, each option is evaluated based on official SAP documentation, specifically from the

"Positioning SAP Business Data Cloud" and related learning materials available on SAP Learning.

\* Option A: By enabling data modeling and transformation through third-party tools While SAP BDC supports integration with third-party data and platforms (e.g., Databricks for AI/ML capabilities), the primary focus of its data modeling and transformation capabilities is within its own ecosystem, particularly through SAP Datasphere and SAP HANA Cloud. SAP BDC provides tools for data modeling and transformation, but these are not explicitly described as relying on third-party tools.

Instead, SAP emphasizes its native capabilities, such as creating consumption-ready data models in SAP Datasphere and leveraging SAP-managed data products. The documentation does not highlight third-party tools as a primary mechanism for data modeling or transformation. Therefore, this option is incorrect. Extract: "SAP Datasphere: This works as central component in BDC by creating consumption ready data models on top of Data Products while also managing analytical roles, access controls etc." roysandip.medium.com

\* Option B: By improving agility by enabling teams to respond to change quickly SAP BDC enhances organizational agility by providing real-time access to harmonized data, enabling faster decision-making and responsiveness to business changes. The platform's unified semantic layer and pre-built Intelligent Applications allow teams to access actionable insights quickly, supporting agile decision-making and adaptability. This is explicitly supported in the documentation, which states that SAP BDC helps organizations "adapt and pivot in response to dynamic business needs" through its intelligent applications and real-time data capabilities. Extract: "New to SAP Business Data Cloud (SAP BDC) are context-aware SAP Business Data Cloud Intelligent Applications. These pre-configured dashboards provide ready-to-run insights by combining planning and analysis, all infused with trusted Artificial Intelligence (AI) to drive smarter, faster decisions. The intelligent applications enable agile decision-making, predictive analysis, and simulations, leading to better business outcomes. This not only helps organizations understand the present but also allows them to adapt and pivot in response to dynamic business needs." learning.sap.com This option is correct.

\* Option C: By creating automated workflows While SAP BDC integrates with tools like Joule, which augments decision-making through conversational AI and improves productivity, the documentation does not explicitly describe the creation of automated workflows as a primary function of the data platform itself. Automated workflows are more closely associated with SAP Business AI or specific SAP applications (e.g., SAP S/4HANA workflows) rather than the core data platform of SAP BDC. The platform focuses on data integration, analytics, and AI-driven insights rather than workflow automation. Therefore, this option is incorrect. Extract: "Joule augments decision-making with conversational AI and improves productivity through automated workflows. With SAP BDC and Joule, customers can ensure accurate results from generative AI." (Note: This refers to Joule's capabilities, not the BDC data platform directly.) learning.sap.com

\* Option D: By integrating SAP and third-party data A core capability of SAP BDC is its ability to integrate SAP and non-SAP data into a unified semantic layer, preserving business context and enabling advanced analytics and AI. The platform harmonizes structured and unstructured data from various sources, making it a central feature for organizations looking to leverage all their data assets. This is extensively documented as a key benefit of SAP BDC. Extract: "SAP Business Data Cloud is a data platform that harmonizes all data from SAP and non-SAP sources, into a unified semantic layer of trusted data, to power advanced analytics and AI. By integrating all types of cross-company data, which includes structured and non-structured data, businesses gain actionable intelligence to bridge transactional processes and drive AI-powered growth." learning.sap.com This option is correct.

\* Option E: By streamlining operations with advanced data pipelines SAP BDC streamlines operations by providing advanced data pipelines through its integration with SAP Datasphere and SAP Databricks. These pipelines enable efficient data ingestion, harmonization, and processing, supporting scalable and cost-effective data management. The platform's ability to create data products and leverage a data lakehouse architecture (via SAP Databricks) ensures streamlined operations for analytics and AI use cases. This is explicitly supported in the documentation, which highlights the platform's role in optimizing data management and supporting advanced pipelines. Extract: "SAP Business Data Cloud offers several capabilities for connecting and harmonizing data. By leveraging an SAP-managed Lakehouse, users can maintain rich business semantics for SAP-sourced data products right out-of-the-box. Additionally, the platform introduces a Data Foundation layer, which acts as a data lake to store both SAP and non-SAP data sources. This allows customers to organize and manage data at scale from various endpoints in a cost-efficient manner. Furthermore, it supports AI and ML operations through integration with Databricks, enhancing the potential for advanced analytics and insights." pwc.de This option is correct.

Summary of Correct Answers:

\* B: Improves agility through real-time insights and intelligent applications.

\* D: Integrates SAP and non-SAP data into a unified semantic layer.

\* E: Streamlines operations with advanced data pipelines and a data lakehouse architecture.

References:- SAP Business Data Cloud - Making Data Work Together | by Sandip Roy | Medium roysandip.

medium.com - : Describing the Key Capabilities and Benefits of SAP Business Data | SAP Learning learning.

sap.com - : Positioning SAP Business Data Cloud | SAP Learning learning.sap.com - : SAP Business Data Cloud revolutionises data management | PwC

## 26. Frage

A manufacturing company wants to optimize procurement, reduce costs, and improve supplier collaboration. They require an SAP solution that offers spend visibility and contract management. Which SAP solutions should they implement? There are 3 correct answers to this question.

- A. SAP Predictive Analytics
- **B. SAP Ariba**
- C. SAP HR Core
- **D. SAP Business Network**
- **E. SAP SCM**

**Antwort: B,D,E**

## 27. Frage

Which SAP solutions enhance supplier management and procurement? There are 3 correct answers to this question.

- A. SAP Predictive Analytics
- **B. SAP Ariba**
- **C. SAP Business Network**
- D. SAP Transportation Management
- **E. SAP SCM**

**Antwort: B,C,E**

## 28. Frage

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In Bezug auf die SAP C-BCSBS-2502 Zertifizierungsprüfung ist die Zuverlässigkeit nicht zu ignorieren. Die Schulungsmaterialien zur C-BCSBS-2502 Zertifizierungsprüfung von Zertpruefung werden besonders entworfen, um Ihre Effizienz zu erhöhen. Unsere Website hat weltweit die höchste Erfolgsquote.

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