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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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.

Topic 2	<ul style="list-style-type: none"> • 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.
Topic 3	<ul style="list-style-type: none"> • 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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q17-Q22):

NEW QUESTION # 17

How do discussions of supply chain challenges help align SAP Business Network's digital interaction with COO goals?

- A. By focusing on financial performance metrics
- **B. By addressing visibility and collaboration**
- C. By studying marketing strategies to improve audience reach
- D. By investigating employee training needs

Answer: B

Explanation:

Solution:

The correct answer from learning.sap.com is:

* D. By addressing visibility and collaboration

Discussions about supply chain challenges are directly aligned with COO goals as they emphasize enhancing transparency throughout the supply chain and fostering digital collaboration with partners. This alignment supports effective, resilient operations and ensures the COO's focus on seamless connectivity and real-time visibility is met.

NEW QUESTION # 18

How does the integration of product lifecycle management with logistics in SAP Transportation Management accelerate the market entry of new consumer products?

- A. Aligns financial planning and resource management
- **B. Connects product development and logistics processes**
- C. Automates procurement
- D. Increases production efficiency

Answer: B

Explanation:

Solution:

The correct answer from learning.sap.com is:

* B. Connects product development and logistics processes

This integration ensures that logistics considerations-such as packaging requirements, transportation planning, and distribution-are

aligned directly with product design and development timelines, enabling faster time-to market for new consumer products.

NEW QUESTION # 19

Which processes help companies integrate renewable energy usage and risk assessment into sustainable supply chain strategies?

Note: There are 2 correct answers to this question.

- A. Combine sustainability data with external risk factors
- B. Automate carbon reduction in transportation management
- C. Focus on financial planning with less focus on ecological aspects
- D. Focus on supplier consolidation for cost reduction

Answer: A,B

Explanation:

Solution:

The two correct answers from learning.sap.com are:

* B. Automate carbon reduction in transportation management

SAP integrates sustainability features into Transportation Management (TM) to automatically optimize routes and modes, reducing CO₂ emissions as part of smart logistics planning. This supports sustainable transport strategies within supply chains.

* D. Combine sustainability data with external risk factors

The Sustainability Control Tower and related offerings merge internal sustainability metrics (like carbon footprints and energy use) with external data-such as climate risk profiles, regulatory changes, and resource constraints-to enable proactive, risk-aware decisions in supply chain operations. Options A and C are not aligned with the described sustainable supply chain processes on learning.sap.com.

NEW QUESTION # 20

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

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

Answer: B,D

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 # 21

How does the demand forecasting module in SAP IBP assist enterprises in handling market changes and organizing supply chain execution effectively?

- A. Creates demand forecasts and coordinates order fulfillment actions,
- B. Relies on past sales data without market changes.
- C. Automates procurement processes to support preliminary plans.
- D. Enhances financial planning with limited demand changes.

Answer: A

Explanation:

Solution:

The correct answer based on learning.sap.com is:

* D. Creates demand forecasts and coordinates order fulfillment actions The SAP IBP demand forecasting module doesn't just rely on historical data-it actively generates accurate demand forecasts, and then triggers coordinated execution actions across supply chain processes. This ensures companies can respond dynamically to market changes and align order fulfillment efficiently with anticipated demand.

NEW QUESTION # 22

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