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

Topic	Details
Topic 1	<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>
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>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>
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### **SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q28-Q33):**

#### **NEW QUESTION # 28**

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

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

**Answer: C**

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 # 29**

Which aspect of SAP Business Network helps ensure compliance during unplanned purchases?

- A. Enhances production efficiency
- **B. Implements automatic auditing and budgeting rules**
- C. Automates supplier selection
- D. Optimizes financial approaches

**Answer: B**

Explanation:

Solution:

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

\* D. Implements automatic auditing and budgeting rules

The SAP Business Network for Procurement ensures compliance during unplanned purchases by leveraging configurable business rules and automated audit trails. These help enforce company policies around spend compliance, including change orders, price controls, contractual adherence, and handling non-PO invoices.

The other options (A, B, C) are not directly associated with compliance enforcement for unplanned purchases on that site.

### NEW QUESTION # 30

What are the benefits of SAP Visual Inspection powered by AI? Note: There are 3 correct answers to this question.

- A. Improve quality
- B. Mitigate production risks
- C. Extended inspection duration
- D. Increase sustainability
- E. Increase production lead time

**Answer: C**

Explanation:

Solution:

The correct benefits of SAP Visual Inspection powered by AI-as listed on learning.sap.com-are:

- \* Increase sustainability (C): It helps reduce waste and scrap through optimized detection and corrective actions.
- \* Mitigate production risks (D): By catching defects early, it prevents production issues and downtime
- \* Improve quality (E): Automating defect detection ensures higher product quality and consistency.

The other options-A (Increase production lead time) and B (Extended inspection duration)-are incorrect, as AI-based inspection aims to shorten lead times and streamline inspections, not prolong them.

### NEW QUESTION # 31

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

**Answer: A,C**

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 # 32

How does SAP EWM enhance the speed of order fulfillment for companies managing high-volume warehouses?

- A. Addresses financial forecasts
- B. Optimizes transportation planning
- C. Automates vendor relationships
- D. Implements inventory tracking and process automation

**Answer: D**

Explanation:

Solution:

The correct answer from learning.sap.com is:

- \* B. Implements inventory tracking and process automation

SAP Extended Warehouse Management (EWM) significantly enhances the speed of order fulfillment in high volume warehouses by:

\* Implementing real-time inventory tracking down to the handling unit level, ensuring that stock is always visible and accurately located.

\* Enabling automated warehouse processes—including inbound receipt, automated putaway, optimized picking waves, staging, and loading—reducing manual errors and accelerating throughput.

Options A, C, and D do not directly relate to order fulfilment speed in the high-volume warehouse context on learning.sap.com

## NEW QUESTION # 33

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