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- A. Contract Creation
- B. Contract Change
- C. Contract update
- D. Automatic Refill
- E. Manual Refill

Answer: A,B,D

NEW QUESTION # 65

Which of the following steps are perform automatically by SAP S/4HAHA Service: SOM order distribution infrastructure? Note: There are 2 correct answers to this question.

- A. Activation of services
- B. Activation of subscription order
- C. Distribution of subscription contract
- D. Distribution of charge plan

Answer: B,C

NEW QUESTION # 66

Which plan type do you use to model a rating logic for a service credit that is based on a quantity and a validity period?

- A. Refill plan
- B. Price plan
- C. Charging plan
- D. Allowance plan

Answer: D

NEW QUESTION # 67

Which of the following objects must be unique across all subscription contract items in SAP S/4HANA Service: SOM?

- A. Technical resource
- B. Business partner
- C. Contract account
- D. Product ID

Answer: B

NEW QUESTION # 68

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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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 3	• 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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16
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 answe rs to this questio n.

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

Answer: A,B,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 # 17
How does SAP Business Network's purchase order compliance function automate workflows for global suppliers in retail?

- A. Automates financial transactions with minimal impact to functional procurement processes
- B. Simplifies procurement for production with less impact to global processes
- C. Ensures integration with SAP and non-SAP systems
- D. Cuts logistics costs by using local vendors

Answer: C

Explanation:
Solution:
The correct answer from learning.sap.com is:
* C. Ensures integration with SAP and non-SAP systems
SAP Business Network's purchase order compliance functionality enables automated workflows for global retail suppliers through seamless integration across both SAP and non-SAP systems. This ensures POs, order confirmations, AP documents, and audit rules are consistently streamlined across diverse supplier landscapes learning.sap.com.

NEW QUESTION # 18
What can be enhanced by establishing a consistent, end-to-end process across the entire design-to-operate cycle?Note: There are 3 correct answe rs to this questio n.

- A. Functional productivity
- B. Agile decision-making
- C. Tactical planning
- D. Environmentally conscious operations
- E. Delivery routing efficiency

Answer: A,B,D

Explanation:
Solution:
The three correct enhancements, based on content from learning.sap.com, are:
* B. Functional productivity
A consistent end-to-end process streamlines workflows across design, planning, manufacturing, logistics, and operations-boosting overall productivity in every function.
* C. Agile decision-making
This unified approach enables real-time scenario simulations and faster response times, making organizations more agile in adapting to changes.
* E. Environmentally conscious operations
By integrating sustainability into every stage of the value chain-from design to delivery-organizations can align operations with eco-friendly practices.
Option A (Tactical planning) and D (Delivery routing efficiency) are not explicitly highlighted in that context on learning.sap.com.

NEW QUESTION # 19
How does SAP Business Suite enhance "Productivity and Speed" in supply chains using artificial intelligence?

- A. By generating reports for decision-making
- B. By automating tasks through integration to minimize intervention
- C. By proposing optimized SCM processes
- D. By focusing on integrated financial planning

Answer: B

Explanation:
Solution:
The correct answer from learning.sap.com is:
* A. By automating tasks through integration to minimize intervention

This is emphasized in the section "Increase Productivity and Speed Through Automation", where SAP Business Suite orchestrates supply chain workflows by tightly integrating planning and execution. This automation eliminates traditional gaps and manual touchpoints, enabling agile, rapid, and precise responses across operations.

NEW QUESTION # 20

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

Answer: D

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 # 21

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