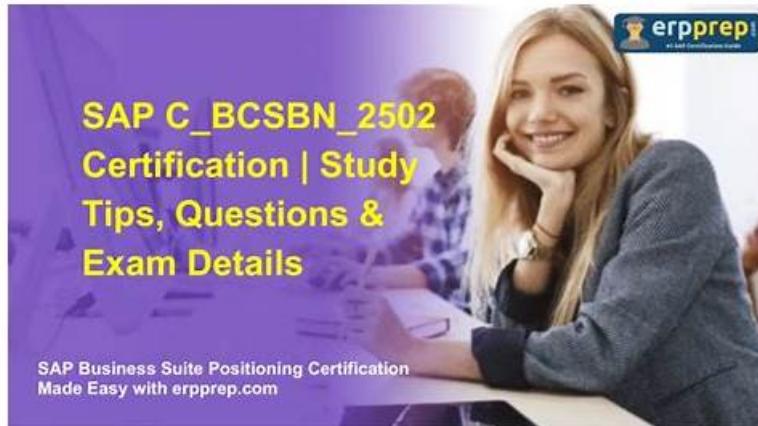


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SAP C-BCSBN-2502 Exam Syllabus Topics:

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">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 3	<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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q12-Q17):

NEW QUESTION # 12

Which pillars are related to SAP Supply Chain processes from Design to Operate? Note: There are 2 correct Answer s to this question.

- A. Deliver
- B. Make
- C. Synchronized Planning
- D. Sustainable Operation

Answer: A,B

Explanation:

Solution:

The correct answer choices from learning.sap.com for the pillars related to SAP Supply Chain processes from Design to Operate are:

- * A. Deliver
- * C. Make

NEW QUESTION # 13

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

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

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 # 14

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. Enhances financial planning with limited demand changes.
- C. Automates procurement processes to support preliminary plans.
- D. Creates demand forecasts and coordinates order fulfillment actions,

Answer: D

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 # 15

How does carrier selection functionality in SAP TM optimize freight management in the global logistics network? Note: There are 2 correct answers to this question.

- A. Ensures transparency in transportation processes
- B. Automates international procurement processes
- C. Improves production planning for transported materials
- D. Focuses on the lowest cost option available

Answer: A,D

Explanation:

Solution:

The two correct benefits of the carrier selection functionality in SAP TM are:

1. Ensures transparency in transportation processes - The system provides a ranked list of eligible carriers, displaying real carrier rates, availability, and constraints, which promotes clarity in decision making.
2. Focuses on the lowest cost option available - During carrier selection, SAP TM uses optimization algorithms to find the most cost-effective carrier, taking into account constraints such as cost, priority, and equipment capacity.

Therefore, the correct answers are:

- * A. Focuses on the lowest cost option available
- * C. Ensures transparency in transportation processes

NEW QUESTION # 16

How do inventory optimization features in SAP IBP help companies to improve transparency in inventory management?

- A. Integrates third-party systems
- B. Automates financial reporting
- C. Simplifies procurement procedures
- D. Establishes connections between data sources

Answer: D

Explanation:

Solution:

The correct answer from learning.sap.com on how inventory optimization in SAP IBP improves transparency in inventory management is:

* B. Establishes connections between data sources.

SAP IBP enhances transparency by integrating diverse data-real-time ERP figures, forecasting models, supply signals, and external inputs-into a unified planning platform. This centralized visibility ensures stakeholders across the supply chain can make informed, aligned decisions based on real-time inventory insights.

Options A, C, and D are not highlighted in the context of transparency via inventory optimization on learning.sap.com.

NEW QUESTION # 17

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