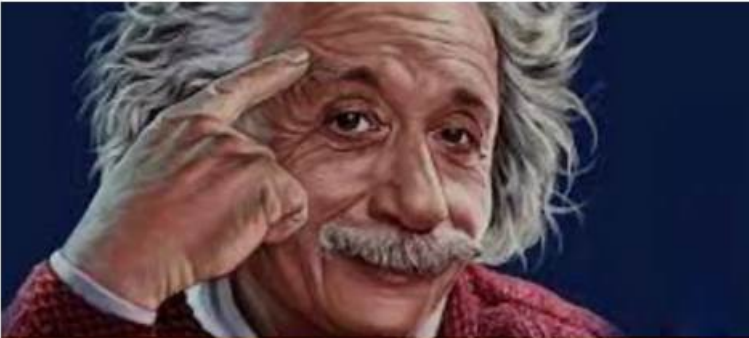


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What comes next ?

6	10	18	34	?
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(a)64
(b)66
(c)68
(d)70



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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 (Q10-Q15):

NEW QUESTION # 10

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

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

Answer: D

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 # 11

What can be enhanced by establishing a consistent, end-to-end process across the entire design-to-operate cycle? Note: There are 3 correct answers to this question.

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

Answer: A,C,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 # 12

Which key points should be discussed when presenting SAP Business Suite to the COO? Note: There are 3 correct answers to this question.

- A. Real-time visibility
- B. Expense savings through local suppliers
- C. Integrated processes
- D. Competitive AI capabilities
- E. Automated financial processes

Answer: A,C,E

Explanation:

Solution:

The three key points to highlight when presenting SAP Business Suite to the COO, based on the official narrative on learning.sap.com, are:

* Real-time visibility (A): COOs need agility and resilience, which come from having real-time operational insights to make better decisions.

* Integrated processes (B): SAP Business Suite eliminates silos and connects functions such as procurement, finance, manufacturing, and logistics, enabling seamless cross-functional collaboration.

* Automated financial processes (D): Higher levels of automation, including in finance, boost productivity and speed—reducing waste in time and resources.

Options C and E are not emphasized in the COO narrative on learning.sap.com.

NEW QUESTION # 13

How does SAP Business Network's purchase order compliance function automate workflows for global suppliers in retail?

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

Answer: D

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 # 14

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

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

Answer: A

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 # 15

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