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## SAP C\_BCSBN\_2502 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>• <b>Understanding and Positioning SAP SCM Capabilities:</b> 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 2	<ul style="list-style-type: none"> <li>• <b>Integration and Strategic Value of SAP Business Suite with SCM:</b> 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 3	<ul style="list-style-type: none"> <li>• <b>Customer Alignment and Value Communication:</b> 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>

## 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 help supply chain leaders achieve the goal of "Customer Service and Transparency"?

- A. By managing inventory separately from external market data
- B. By automating financial transactions to accelerate processes
- C. By providing tools for marketing and sales optimization
- **D. By providing visibility into supply chain data and leveraging AI**

**Answer: D**

Explanation:

Solution:

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

\* A. By providing visibility into supply chain data and leveraging AI

SAP Business Suite helps supply chain leaders achieve "Customer Service and Transparency" by delivering real time visibility across the entire supply chain network. It seamlessly connects integrated processes and uses AI driven insights (via SAP Business Data Cloud and Joule's AI) to predict disruptions, simulate scenarios, and optimize inventory, enabling faster, transparent responses to customer needs.

Options B, C, and D are not featured in the context of enhancing customer service and transparency on learning.sap.com

### NEW QUESTION # 11

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

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

**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 # 12

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

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

**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 # 13

How does real-time production orchestration in SAP Digital Manufacturing improve resource utilization within global manufacturing networks?

- **A. Manages production with AI automation in real-time**
- B. Automates procurement
- C. Improves logistics
- D. Aligns financial optimization

**Answer: A**

Explanation:

The correct answer is:

Solution:

B. Manages production with AI automation in real-time

SAP Digital Manufacturing's real-time Production Orchestration (Resource Orchestration) empowers supervisors to dispatch, schedule, monitor, and automatically balance production on a live basis-responding instantly to events on the shop floor and optimizing resources like labor, equipment, and materials us.io

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Here's how the other options stack up:

\* A. Improves logistics - While orchestration connects operations with logistics, its primary purpose is on-floor execution and resource balancing-not optimizing logistics functions directly.

\* C. Automates procurement - This relates to supply chain/procurement modules in SAP, not manufacturing execution orchestration.

\* D. Aligns financial optimization - Financial alignment comes primarily from ERP integration, not from real-time production orchestration.

So the best fit is option B.

### NEW QUESTION # 14

What is included in SAP Sustainability Performance Management circular product life cycle?Note: There are 3 correct answers to this question.

- **A. Eliminate Production**
- B. Innovate Finance
- C. Increase Delivery Waste
- **D. Increase Design**
- **E. innovate Logistics and Transport**

**Answer: A,D,E**

Explanation:

Solution:



