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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q28-Q33):

NEW QUESTION # 28

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

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

Answer: B

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 # 29

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

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

Answer: A,C

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 # 30

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

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

Answer: A,C,D

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 # 31

Which methods in SAP Business Suite drive innovative product development using customer feedback and AI? Note: There are 2 correct answers to this question.

- A. Uses financial analysis for effective management of innovation budgets
- B. Integrates supply chain processes enhancing design with AI
- C. Optimizes manufacturing processes by supporting creativity
- D. Harnesses generative AI and customer feedback to stimulate product innovation

Answer: B,D

Explanation:

Solution:

The two correct methods from learning.sap.com that drive innovative product development in SAP Business Suite using customer feedback and AI are:

- * A. Harnesses generative AI and customer feedback to stimulate product innovation SAP Business Suite leverages generative AI capabilities-powered by Joule-and rich customer insights to propose new features, designs, and improvements. This integration of feedback and advanced AI helps spark innovation throughout the product development cycle.
- * D. Integrates supply chain processes enhancing design with AI

Embedded AI within the suite enables cross-functional integration where design, supply chain, and development data converge. This empowers AI-driven recommendations that optimize product design in harmony with logistics and production considerations.

Options B and C are not emphasized on learning.sap.com in the context of AI-driven, customer-feedback-based innovation.

NEW QUESTION # 32

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. Raises awareness of visibility issues
- C. Highlights cost-saving opportunities to meet budget considerations
- D. Focuses on the benefits of local suppliers

Answer: A,B

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 # 33

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