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## **SAP C-BCSBN-2502 Exam Syllabus Topics:**

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

## SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q11-Q16):

### NEW QUESTION # 11

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

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

**Answer: B,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 # 12

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

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

**Answer: C**

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 # 13

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

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

**Answer: C**

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 # 14

Which categories does the Operate pillar encompass? Note: There are 3 correct answers to this question.

- **A. Asset Management**
- B. Field Service Management
- C. Business Network for Assets
- **D. Transportation Management**
- **E. Business Network for Logistics**

**Answer: A,D,E**

Explanation:

Solution:

Based on content from learning.sap.com, the Operate pillar of SAP's supply chain suite includes the following areas:

\* A. Transportation Management - Covering planning, execution, and optimization of transportation processes.

\* C. Business Network for Logistics - Enabling real-time collaboration, freight visibility, and event management with logistics partners. learning.sap.com

\* E. Asset Management - Focusing on maintenance, uptime, and performance monitoring within operations.

Options B (Business Network for Assets) and D (Field Service Management) are not listed under the Operate pillar on learning.sap.com.

### NEW QUESTION # 15

How can the carbon footprint tracking feature within SAP Business Suite assist companies in integrating sustainability into product design and logistics? Note: There are 2 correct answers to this question.

- A. Reduces overall energy consumption, focusing on internal processes
- B. Focuses on optimizing financial flows while ignoring sustainability parameters
- **C. Supports the use of environmentally friendly materials**
- **D. Connects lifecycle data to make informed eco-conscious decisions**

**Answer: C,D**

Explanation:

Solution:

The two correct answers based on learning.sap.com regarding how the carbon footprint tracking feature within SAP Business Suite supports sustainability in product design and logistics are:

\* A. Supports the use of environmentally friendly materials

The feature enables product designers to access carbon footprint data, guiding the selection of lower impact materials at the design stage learning.sap.com

\* C. Connects lifecycle data to make informed eco-conscious decisions

It integrates lifecycle and logistics carbon data into decision-making processes, allowing teams to evaluate and optimize sustainability trade-offs across the value chain.

Options B and D are incorrect, as the feature doesn't ignore sustainability parameters nor solely focus on internal energy consumption.

## NEW QUESTION # 16

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