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SAP C_BCSBN_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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 (Q21-Q26):

NEW QUESTION # 21

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

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

Answer: B,D

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 # 22

Which features in SAP IBP assist manufacturers in mitigating the impact of sudden demand spikes and maintaining supply chain stability? Note: There are 2 correct answers to this question.

- A. Optimized delivery schedules
- **B. Risk assessment**
- **C. Trend monitoring**
- D. Automated supplier contracts

Answer: B,C

Explanation:

Solution:

Based on content from learning.sap.com, the two correct features in SAP IBP that help manufacturers mitigate sudden demand spikes and maintain supply chain stability are:

- A. Risk assessment

SAP IBP (especially through the Supply Chain Control Tower) enables systematic risk assessment, real-time alerting, and scenario simulation to identify and mitigate supply chain disruptions.

- C. Trend monitoring

Within IBP's demand planning capabilities, tools like time-series analysis and demand sensing help detect trends and anomalies, allowing manufacturers to proactively adjust forecasts and supply plans learning.sap.com

The other options are not supported by learning.sap.com:

- * B. Automated supplier contracts - relates to procurement (e.g., SAP Ariba), not core IBP capabilities.
 - * D. Optimized delivery schedules - this is part of execution/logistics, not directly a core IBP feature for handling demand spikes.
- Therefore, the correct answers are A and C

NEW QUESTION # 23

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. Competitive AI capabilities
- E. Integrated 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 # 24

Which technology in SAP Business Suite ensures seamless integration of SCM processes and data harmonization to enhance "Agility and Resiliency"?

- A. Proprietary connectors for data integration
- B. Manual data entry for transactions
- C. Integrating business process data into SCM
- D. Third-party software for managing SCM processes

Answer: C

Explanation:

Solution:

The correct answer from learning.sap.com is:

* D. Integrating business process data into SCM

SAP Business Suite enhances "Agility and Resiliency" by unifying SCM process and business data-integrating business process data directly into supply chain management. This seamless integration, facilitated by the SAP Business Data Cloud, aligns operational, transactional, and external data to enable real-time decision-making and AI-driven alerts. As a result, supply chains can quickly adapt to disruptions with minimal impact.

Options A, B, and C are not highlighted on learning.sap.com as foundational technologies used to achieve agility and resiliency.

NEW QUESTION # 25

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. Improves logistics
- C. Automates procurement
- 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 # 26

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