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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q24-Q29):

NEW QUESTION # 24
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 answe rs to this questio n.

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

Answer: A,C

Explanation:
Solution:
The two correct answe rs 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 # 25
How does the visual inspection tool in SAP Digital Manufacturing support defect detection on automotive parts assembly lines?

- A. Focuses on optimizing financial approaches
- B. Improves logistics detection issues
- C. Uses Al to identify quality issues
- D. Automates procurement processes

Answer: C

Explanation:
Solution:
The correct answer based on learning.sap.com is:
* B. Uses AI to identify quality issues
SAP Digital Manufacturing's Visual Inspection tool leverages artificial intelligence to automatically detect defects on automotive parts assembly lines-spotting anomalies, ensuring consistency, and reducing manual inspection errors. It does not handle procurement, logistics, or financial processes.

NEW QUESTION # 26
Which categories does the Operate pillar encompass?Note: There are 3 correct answe rs to this questio n.

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

Answer: A,B,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 # 27

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

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

Answer: C,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 # 28

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

- A. Simplifies procurement for production with less impact to global processes
- B. Cuts logistics costs by using local vendors
- C. Automates financial transactions with minimal impactto 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 # 29

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