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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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	• 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 3	• 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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

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

Answer: A

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 # 28

Which pillars are related to SAP Supply Chain processes from Design to Operate?Note: There are 2 correct Answer s to this questio n.

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

Answer: A,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 # 29

Which components of an SAP Business Network presentation address COO concerns about supply chain transparency and partner connectivity?Note: There are 2 correct answe rs to this questio n.

- 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 answe rs, 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 # 30
Which approaches in SAP Business Suite enhance warehouse efficiency?Note: There are 2 correct answe rs to this questio n.

- A. Align forecastiwnigth production cost budgets
- B. Automation of supplier selection
- C. Integrate closed-loop planning with Al automation
- D. Implementation of real-time insights

Answer: C,D

Explanation:
Solution:
The two methods in SAP Business Suite that enhance warehouse efficiency, as outlined on learning.sap.com, are:
* C. Implementation of real-time insights
The suite enables real-time scenario simulations, AI-driven insights, and visibility into operations and inventory, allowing warehouse managers to react quickly and optimize workflows.
* D. Integrate closed-loop planning with AI automation
Closed-loop planning synchronizes operational changes in real time, maintaining smooth, adaptive warehouse processes. Combined with AI automation, this maximizes resource efficiency and throughput learning.sap.com.

NEW QUESTION # 31
How does SAP Business Suite enhance "Productivity and Speed" in supply chains using artificial intelligence?

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

Answer: B

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 # 32

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