

C_BCSBN_2502 Test Book, C_BCSBN_2502 Visual Cert Exam



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SAP C_BCSBN_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q15-Q20):

NEW QUESTION # 15

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. Integrated processes
- D. Competitive AI capabilities
- E. Real-time visibility

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 # 16

How do discussions of supply chain challenges help align SAP Business Network's digital interaction with COO goals?

- A. By addressing visibility and collaboration
- B. By investigating employee training needs
- C. By studying marketing strategies to improve audience reach
- D. By focusing on financial performance metrics

Answer: A

Explanation:

Solution:

The correct answer from learning.sap.com is:

* D. By addressing visibility and collaboration

Discussions about supply chain challenges are directly aligned with COO goals as they emphasize enhancing transparency throughout the supply chain and fostering digital collaboration with partners. This alignment supports effective, resilient operations and ensures the COO's focus on seamless connectivity and real-time visibility is met.

NEW QUESTION # 17

How does SAP Business Network support real-time order tracking and dispute resolution in retail? Note: There are 2 correct answers to this question.

- A. Simplifies manufacturing processes, strengthening coordination within the company
- B. Allows digital collaboration through connections with trading partners
- C. Provides supply chain visibility for informed decision-making with partners
- D. Increases operational efficiency through automation of internal financial processes

Answer: B,C

Explanation:

Solution:

The two correct answers from learning.sap.com are:

* A. Allows digital collaboration through connections with trading partners SAP Business Network enables real-time collaboration and document exchange-purchase orders, confirmations, ship notices, invoices-with both SAP and non-SAP suppliers, allowing all parties to interact via a unified platform.

* C. Provides supply chain visibility for informed decision-making with partners It also integrates with Global Track & Trace to deliver real-time order tracking details-shipment status, ETAs, delays-and supports event-based communications to resolve disputes faster.

Options B and D are not emphasized in learning.sap.com's context for order tracking and dispute resolution in retail.

NEW QUESTION # 18

What is included in SAP Sustainability Performance Management circular product life cycle?Note: There are 3 correct answers to this question.

- A. Increase Design
- B. Eliminate Production
- C. Innovate Logistics and Transport
- D. Innovate Finance
- E. Increase Delivery Waste

Answer: A,B,C

Explanation:

Solution:

Based on content from learning.sap.com, the SAP Sustainability Performance Management circular product lifecycle includes these three pillars:

* C. Innovate Logistics and Transport

The lifecycle explicitly covers logistics and transport innovation as part of sustainable operations.

* D. Eliminate Production

It highlights "Eliminate Production" to minimize waste and circularly manage resources.

* E. Increase Design

The diagram emphasizes "Increase Design" (design for circularity) to embed sustainability early in the product lifecycle.

Options A and B are not part of the described circular lifecycle model.

NEW QUESTION # 19

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

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

Answer: D

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 # 20

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