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## SAP Certified Associate - SAP IBP for Supply Chain Sample Questions (Q51-Q56):

### NEW QUESTION # 51

Which of the following key functions are supported by SAP IBP for sales and operations? Note: There are 2 correct answers to this question.

- A. SAP Product Lifecycle Management
- B. Allocation planning
- C. Multi-level supply planning heuristics
- D. Simple statistical forecast

**Answer: C,D**

Explanation:

SAP IBP for Sales and Operations Planning (S&OP) supports demand, supply, and inventory alignment. Key functions are defined by its modules.

\* Option A: Allocation planning This is incorrect. Allocation planning is specific to SAP IBP for Response and Supply (order-based), not the S&OP module, which focuses on time-series planning.

\* Option B: Simple statistical forecast This is correct. S&OP includes demand planning with simple statistical forecasts (e.g., moving average, exponential smoothing), a core function, per SAP IBP's demand documentation.

\* Option C: Multi-level supply planning heuristics This is correct. S&OP supports multi-level supply planning via heuristics (e.g., infinite/finite) to balance supply across the network, a key feature, per SAP IBP's supply planning guides.

\* Option D: SAP Product Lifecycle Management This is incorrect. SAP PLM is a separate system, not a function of SAP IBP S&OP, though IBP can integrate with lifecycle data.

Thus, B and C are supported S&OP functions, per SAP IBP's official scope.

## NEW QUESTION # 52

Which of the following is a feature of Transportation Load Building (TLB)?

- A. Loads are calculated based on the minimum utilization of equipment
- B. Loads are integrated into SAP ERP or SAP S/4HANA as distribution receipts
- C. It uses rule-based planning to create transportation loads
- D. Loads are calculated based on transportation lanes and modes of transport

**Answer: C**

Explanation:

Transportation Load Building (TLB) in SAP IBP (part of Supply Chain Control Tower or integration with SAP TM) optimizes the consolidation of shipments into transportation loads based on constraints like capacity and rules.

\* Option A: Loads are calculated based on transportation lanes and modes of transport This is partially true but not the defining feature. TLB considers lanes and modes (e.g., truck, rail) as inputs, but its core function is grouping shipments, not merely calculating based on these. It's too generic to be the standout feature.

\* Option B: Loads are integrated into SAP ERP or SAP S/4HANA as distribution receipts This is incorrect. TLB focuses on planning loads within SAP IBP or TM, not direct integration into ERP

/S4HANA as "distribution receipts." Integration might occur downstream, but it's not a TLB feature.

\* Option C: It uses rule-based planning to create transportation loads This is correct. TLB employs configurable rules (e.g., maximum weight, volume, compatibility) to consolidate shipments into loads.

For example, it might ensure a truck's capacity is fully utilized while respecting delivery windows, a hallmark of TLB in SAP IBP's supply planning capabilities, as per official documentation.

\* Option D: Loads are calculated based on the minimum utilization of equipment This is incorrect.

TLB aims to maximize, not minimize, equipment utilization to reduce costs. Minimum utilization might be a constraint, but it's not the calculation basis.

Thus, C is the defining feature of TLB, reflecting its rule-based approach, consistent with SAP IBP's supply chain optimization tools.

## NEW QUESTION # 53

Which functional capabilities are included in SAP IBP for response and supply? Note: There are 2 correct answers to this question.

- A. Calculating Buffer Proposals
- B. Gating Factor
- C. Detailed Production Scheduling
- D. Analyze Supply Usage

**Answer: B,D**

Explanation:

SAP IBP for Response and Supply focuses on order-based planning and short-term supply optimization, per its official module documentation.

\* Option A: Gating Factor This is correct. Gating factors (e.g., capacity constraints driving supply decisions) are analyzed in response planning to prioritize orders, a key capability, per SAP IBP's documentation.

\* Option B: Analyze Supply Usage This is correct. Analyzing supply usage (e.g., allocation of supply to demand) is a core feature in response and supply, supported by tools like the Supply Usage app, per SAP IBP's guides.

\* Option C: Detailed Production Scheduling This is incorrect. Detailed scheduling is handled by SAP PP/DS or external systems, not IBP Response and Supply, which focuses on higher-level planning.

\* Option D: Calculating Buffer Proposals This is incorrect. Buffer proposals are part of Demand-Driven Replenishment (DDR), a separate IBP feature, not Response and Supply.

Thus, A and B are included capabilities, per SAP IBP's official Response and Supply scope.

#### NEW QUESTION # 54

What are some of the available ABC segmentation methods in SAP IBP? Note: There are 2 correct answers to this question.

- A. By Number of Items (Sorted Value)
- B. By Number of Items (Sorted Average)
- C. By Pareto Principle (Sorted and Calculated Values)
- D. By Pareto Principle (Sorted and Cumulated %)

**Answer: A,D**

Explanation:

ABC segmentation in SAP IBP classifies items (e.g., products) based on value or volume, using methods in the ABC/XYZ Segmentation app, per SAP IBP's demand planning documentation.

\* Option A: By Number of Items (Sorted Average) This is incorrect. "Sorted Average" is not a standard ABC method; it's not defined in SAP IBP's segmentation options.

\* Option B: By Pareto Principle (Sorted and Cumulated %) This is correct. The Pareto Principle (80/20 rule) sorts items by value (e.g., revenue) and cumulates percentages (e.g., top 20% = A), a standard method, per SAP IBP's documentation.

\* Option C: By Number of Items (Sorted Value) This is correct. Sorting by value (e.g., total sales) and assigning classes (A, B, C) based on item count thresholds is a supported ABC method, per SAP IBP's segmentation features.

\* Option D: By Pareto Principle (Sorted and Calculated Values) This is incorrect. "Calculated Values" is vague and not a distinct method; B covers the Pareto approach accurately.

Thus, B and C are available ABC methods, per SAP IBP's official segmentation capabilities.

#### NEW QUESTION # 55

What are some of the key capabilities of SAP Integrated Business Planning for demand? Note: There are 3 correct answers to this question.

- A. Automated, exception-based processing
- B. Determination of coefficient of variation (CV)
- C. Classifying demand into zones
- D. Embedded, on-the-fly demand analytics
- E. Statistical analysis using the predictive analytics tools

**Answer: A,B,D**

Explanation:

SAP IBP for Demand enhances demand planning with advanced features, per SAP IBP's demand module documentation.

\* Option A: Automated, exception-based processing This is correct. Automated forecasting with exception handling (e.g., alerts for outliers) is a core capability, per SAP IBP's demand planning features.

\* Option B: Statistical analysis using the predictive analytics tools This is incorrect. Predictive analytics (e.g., machine learning) is available via SAP HANA integration, not a native IBP Demand tool.

\* Option C: Determination of coefficient of variation (CV) This is correct. CV (variability measure) is calculated in ABC/XYZ segmentation and demand analysis, a standard feature, per SAP IBP's documentation.

\* Option D: Classifying demand into zones This is incorrect. "Zones" is not a standard demand classification in SAP IBP; ABC/XYZ segmentation is used instead.

\* Option E: Embedded, on-the-fly demand analytics This is correct. Real-time analytics (e.g., in Excel or Planner Workspaces)

provide instant demand insights, per SAP IBP's demand capabilities. Thus, A, C, and E are key capabilities, per SAP IBP's official demand planning scope.

### NEW QUESTION # 56

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