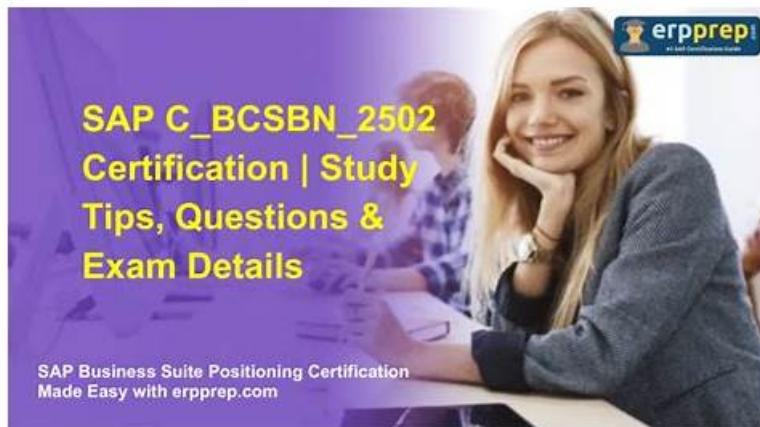


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SAP C-BCSBN-2502 Exam Syllabus Topics:

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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q10-Q15):

NEW QUESTION # 10

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

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

Answer: B

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 # 11

How does carrier selection functionality in SAP TM optimize freight management in the global logistics network? Note: There are 2 correct answers to this question.

- A. improves production planning for transported materials
- B. Automates international procurement processes
- C. Focuses on the lowest cost option available**
- D. Ensures transparency in transportation processes**

Answer: C,D

Explanation:

Solution:

The two correct benefits of the carrier selection functionality in SAP TM are:

1. Ensures transparency in transportation processes - The system provides a ranked list of eligible carriers, displaying real carrier rates, availability, and constraints, which promotes clarity in decision making.
2. Focuses on the lowest cost option available - During carrier selection, SAP TM uses optimization algorithms to find the most cost-effective carrier, taking into account constraints such as cost, priority, and equipment capacity.

Therefore, the correct answers are:

- * A. Focuses on the lowest cost option available
- * C. Ensures transparency in transportation processes

NEW QUESTION # 12

Which processes help companies integrate renewable energy usage and risk assessment into sustainable supply chain strategies? Note: There are 2 correct answers to this question.

- A. Focus on supplier consolidation for cost reduction
- B. **Combine sustainability data with external risk factors**
- C. **Automate carbon reduction in transportation management**
- D. Focus on financial planning with less focus on ecological aspects

Answer: B,C

Explanation:

Solution:

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

- * B. Automate carbon reduction in transportation management

SAP integrates sustainability features into Transportation Management (TM) to automatically optimize routes and modes, reducing CO₂ emissions as part of smart logistics planning. This supports sustainable transport strategies within supply chains.

- * D. Combine sustainability data with external risk factors

The Sustainability Control Tower and related offerings merge internal sustainability metrics (like carbon footprints and energy use) with external data-such as climate risk profiles, regulatory changes, and resource constraints-to enable proactive, risk-aware decisions in supply chain operations. Options A and C are not aligned with the described sustainable supply chain processes on learning.sap.com.

NEW QUESTION # 13

How does the demand forecasting module in SAP IBP assist enterprises in handling market changes and organizing supply chain execution effectively?

- A. Enhances financial planning with limited demand changes.
- B. **Creates demand forecasts and coordinates order fulfillment actions**,
- C. Automates procurement processes to support preliminary plans.
- D. Relies on past sales data without market changes.

Answer: B

Explanation:

Solution:

The correct answer based on learning.sap.com is:

* D. Creates demand forecasts and coordinates order fulfillment actions The SAP IBP demand forecasting module doesn't just rely on historical data-it actively generates accurate demand forecasts, and then triggers coordinated execution actions across supply chain processes. This ensures companies can respond dynamically to market changes and align order fulfillment efficiently with anticipated demand.

NEW QUESTION # 14

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. Innovate Logistics and Transport
- C. Innovate Finance
- D. **Eliminate Production**
- E. Increase Delivery Waste

Answer: A,B,D

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 # 15

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