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SAP C_BCSBN_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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 (Q12-Q17):

NEW QUESTION # 12

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. Relies on past sales data without market changes.
- D. Automates procurement processes to support preliminary plans.

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 # 13

What can be enhanced by establishing a consistent, end-to-end process across the entire design-to-operate cycle?Note: There are 3 correct answers to this question.

- A. Delivery routing efficiency
- **B. Environmentally conscious operations**
- **C. Agile decision-making**
- D. Tactical planning
- **E. Functional productivity**

Answer: B,C,E

Explanation:

Solution:

The three correct enhancements, based on content from learning.sap.com, are:

* B. Functional productivity

A consistent end-to-end process streamlines workflows across design, planning, manufacturing, logistics, and operations-boosting overall productivity in every function.

* C. Agile decision-making

This unified approach enables real-time scenario simulations and faster response times, making organizations more agile in adapting to changes.

* E. Environmentally conscious operations

By integrating sustainability into every stage of the value chain-from design to delivery-organizations can align operations with eco-friendly practices.

Option A (Tactical planning) and D (Delivery routing efficiency) are not explicitly highlighted in that context on learning.sap.com.

NEW QUESTION # 14

How does SAP Business Suite help supply chain leaders achieve the goal of "Customer Service and Transparency"?

- A. By automating financial transactions to accelerate processes
- **B. By providing visibility into supply chain data and leveraging AI**
- C. By managing inventory separately from external market data
- D. By providing tools for marketing and sales optimization

Answer: B

Explanation:

Solution:

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

* A. By providing visibility into supply chain data and leveraging AI

SAP Business Suite helps supply chain leaders achieve "Customer Service and Transparency" by delivering real time visibility across the entire supply chain network. It seamlessly connects integrated processes and uses AI driven insights (via SAP Business Data Cloud and Joule's AI) to predict disruptions, simulate scenarios, and optimize inventory, enabling faster, transparent responses to customer needs.

Options B, C, and D are not featured in the context of enhancing customer service and transparency on learning.sap.com

NEW QUESTION # 15

Which approaches in SAP Business Suite enhance warehouse efficiency? Note: There are 2 correct answers to this question.

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

Answer: B,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 # 16

Which aspect of SAP Business Network helps ensure compliance during unplanned purchases?

- A. Automates supplier selection
- B. Enhances production efficiency
- **C. Implements automatic auditing and budgeting rules**
- D. Optimizes financial approaches

Answer: C

Explanation:

Solution:

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

* D. Implements automatic auditing and budgeting rules

The SAP Business Network for Procurement ensures compliance during unplanned purchases by leveraging configurable business rules and automated audit trails. These help enforce company policies around spend compliance, including change orders, price controls, contractual adherence, and handling non-PO invoices.

The other options (A, B, C) are not directly associated with compliance enforcement for unplanned purchases on that site.

NEW QUESTION # 17

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