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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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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C-BCSBN-2502 Test Questions: SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions - C-BCSBN-2502 Training Online & C-BCSBN-2502 Original Questions

C-BCSBN-2502 study material applies to all types of candidates. Buying a set of learning materials is not difficult, but it is difficult to buy one that is suitable for you. For example, some learning materials can really help students get high scores, but they usually require users to have a lot of study time, which is difficult for office workers. However, C-BCSBN-2502 Study Material is to help students improve their test scores by improving their learning efficiency. Therefore, users can pass exams with very little learning

time.

SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q22-Q27):

NEW QUESTION # 22

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

Answer: A,B,D

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 # 23

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 managing inventory separately from external market data
- C. By providing tools for marketing and sales optimization
- D. By providing visibility into supply chain data and leveraging AI

Answer: D

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 # 24

Which features in SAP IBP assist manufacturers in mitigating the impact of sudden demand spikes and maintaining supply chain stability? Note: There are 2 correct answers to this question.

- A. Risk assessment
- B. Automated supplier contracts
- C. Optimized delivery schedules

- D. Trend monitoring

Answer: A,D

Explanation:

Solution:

Based on content from learning.sap.com, the two correct features in SAP IBP that help manufacturers mitigate sudden demand spikes and maintain supply chain stability are:

- ☐ A. Risk assessment

SAP IBP (especially through the Supply Chain Control Tower) enables systematic risk assessment, real-time alerting, and scenario simulation to identify and mitigate supply chain disruptions.

- ☐ C. Trend monitoring

Within IBP's demand planning capabilities, tools like time-series analysis and demand sensing help detect trends and anomalies, allowing manufacturers to proactively adjust forecasts and supply plans learning.sap.com

The other options are not supported by learning.sap.com:

* B. Automated supplier contracts - relates to procurement (e.g., SAP Ariba), not core IBP capabilities.

* D. Optimized delivery schedules - this is part of execution/logistics, not directly a core IBP feature for handling demand spikes.

Therefore, the correct answers are A and C

NEW QUESTION # 25

How can AI help deliver the insights and resilience needed to keep your logistics flowing across the globe in Transportation Management? Note: There are 3 correct answers to this question.

- A. Integration with SAP Manufacturing
- B. Smart scenario planning
- C. Real-time incident reports
- D. Enterprise cancellation risk
- E. Overall process evaluation

Answer: B,C,E

Explanation:

Solution:

Here are the three correct ways SAP Transportation Management (TM) uses AI to deliver insights and resilience:

- * A. Overall process evaluation

AI embedded in SAP TM provides comprehensive analysis of freight operations-evaluating performance, bottlenecks, and sustainability metrics-to continuously improve resilience

- * D. Smart scenario planning

The system uses constraint-based optimization and "what-if" simulations powered by AI to test alternative routes, capacity allocations, and contingency plans, enabling smarter, faster decision-making training.sap.com

- * E. Real-time incident reports

AI-driven event management monitors transportation in real time-tracking milestones, generating alerts for delays or disruptions, and supporting rapid, proactive responses.

Options B and C are not cited on learning.sap.com in the context of AI use in SAP TM.

NEW QUESTION # 26

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. Real-time visibility
- E. Competitive AI capabilities

Answer: A,C,D

Explanation:

Solution:

Options C and E are not emphasized in the COO narrative on learning.sap.com.

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