

# Some Best Features of SAP C\_BCSBN\_2502 Exam Questions



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## SAP C\_BCSBN\_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>• <b>Customer Alignment and Value Communication:</b> 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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Understanding and Positioning SAP SCM Capabilities:</b> 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Integration and Strategic Value of SAP Business Suite with SCM:</b> 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.</li> </ul>

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

### NEW QUESTION # 10

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. Tactical planning
- B. Agile decision-making
- C. Environmentally conscious operations
- D. Delivery routing efficiency
- 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 # 11

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

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

**Answer: A**

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 # 12

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 # 13

Which pillars are related to SAP Supply Chain processes from Design to Operate? Note: There are 2 correct Answers to this question.

- A. Make
- B. Sustainable Operation
- C. Synchronized Planning
- D. Deliver

**Answer: A,D**

Explanation:

Solution:

The correct answer choices from learning.sap.com for the pillars related to SAP Supply Chain processes from Design to Operate are:

\* A. Deliver

\* C. Make

### NEW QUESTION # 14

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

**Answer: A,D**

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 # 15

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