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

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

Topic 2	<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 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>

## SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q12-Q17):

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

**Answer: B,D**

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 CO<sub>2</sub> 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 visual inspection tool in SAP Digital Manufacturing support defect detection on automotive parts assembly lines?

- A. Focuses on optimizing financial approaches
- B. Automates procurement processes
- **C. Uses AI to identify quality issues**
- D. Improves logistics detection issues

**Answer: C**

Explanation:

Solution:

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

\* B. Uses AI to identify quality issues

SAP Digital Manufacturing's Visual Inspection tool leverages artificial intelligence to automatically detect defects on automotive parts assembly lines—spotting anomalies, ensuring consistency, and reducing manual inspection errors. It does not handle procurement, logistics, or financial processes.

### NEW QUESTION # 14

How does the integration of product lifecycle management with logistics in SAP Transportation Management accelerate the market

entry of new consumer products?

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

**Answer: A**

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 # 15

How does SAP EWM enhance the speed of order fulfillment for companies managing high-volume warehouses?

- A. Optimizes transportation planning
- B. Automates vendor relationships
- **C. Implements inventory tracking and process automation**
- D. Addresses financial forecasts

**Answer: C**

Explanation:

Solution:

The correct answer from learning.sap.com is:

\* B. Implements inventory tracking and process automation

SAP Extended Warehouse Management (EWM) significantly enhances the speed of order fulfillment in high volume warehouses by:

\* Implementing real-time inventory tracking down to the handling unit level, ensuring that stock is always visible and accurately located.

\* Enabling automated warehouse processes-including inbound receipt, automated putaway, optimized picking waves, staging, and loading-reducing manual errors and accelerating throughput.

Options A, C, and D do not directly relate to order fulfillment speed in the high-volume warehouse context on learning.sap.com.

### NEW QUESTION # 16

Which key points should be discussed when presenting SAP Business Suite to the COO?Note: There are 3 correct answers to this question.

- A. Competitive AI capabilities
- **B. Integrated processes**
- **C. Automated financial processes**
- **D. Real-time visibility**
- E. Expense savings through local suppliers

**Answer: B,C,D**

Explanation:

Solution:

The three key points to highlight when presenting SAP Business Suite to the COO, based on the official narrative on learning.sap.com, are:

\* Real-time visibility (A): COOs need agility and resilience, which come from having real-time operational insights to make better decisions.

\* Integrated processes (B): SAP Business Suite eliminates silos and connects functions such as procurement, finance, manufacturing, and logistics, enabling seamless cross-functional collaboration .

\* Automated financial processes (D): Higher levels of automation, including in finance, boost productivity and speed-reducing waste in time and resources.

