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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">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.

Topic 3	<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.
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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13

How does SAP Business Suite enhance "Productivity and Speed" in supply chains using artificial intelligence?

- A. By proposing optimized SCM processes
- B. By generating reports for decision-making
- C. By focusing on integrated financial planning
- **D. By automating tasks through integration to minimize intervention**

Answer: D

Explanation:

Solution:

The correct answer from learning.sap.com is:

* A. By automating tasks through integration to minimize intervention

This is emphasized in the section "Increase Productivity and Speed Through Automation", where SAP Business Suite orchestrates supply chain workflows by tightly integrating planning and execution. This automation eliminates traditional gaps and manual touchpoints, enabling agile, rapid, and precise responses across operations.

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

Answer: D

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

What are the benefits of SAP Visual Inspection powered by AI?Note: There are 3 correct answers to this Question.

- A. Improve quality
- B. Mitigate production risks
- C. Increase production lead time
- D. Increase sustainability
- E. Extended inspection duration

Answer: E

Explanation:

Solution:

The correct benefits of SAP Visual Inspection powered by AI-as listed on learning.sap.com-are:

- * Increase sustainability (C): It helps reduce waste and scrap through optimized detection and corrective actions.
- * Mitigate production risks (D): By catching defects early, it prevents production issues and downtime
- * Improve quality (E): Automating defect detection ensures higher product quality and consistency.

The other options-A (Increase production lead time) and B (Extended inspection duration)-are incorrect, as AI-based inspection aims to shorten lead times and streamline inspections, not prolong them.

NEW QUESTION # 16

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

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

Answer: B,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 # 17

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. Ensures transparency in transportation processes
- D. Focuses on the lowest cost option available

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 # 18

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