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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 (Q16-Q21):

NEW QUESTION # 16

How do discussions of supply chain challenges help align SAP Business Network's digital interaction with COO goals?

- A. By focusing on financial performance metrics
- **B. By addressing visibility and collaboration**
- C. By studying marketing strategies to improve audience reach
- D. By investigating employee training needs

Answer: B

Explanation:

Solution:

The correct answer from learning.sap.com is:

* D. By addressing visibility and collaboration

Discussions about supply chain challenges are directly aligned with COO goals as they emphasize enhancing transparency throughout the supply chain and fostering digital collaboration with partners. This alignment supports effective, resilient operations and ensures the COO's focus on seamless connectivity and real-time visibility is met.

NEW QUESTION # 17

What is included in SAP Sustainability Performance Management circular product life cycle?Note: There are 3 correct answers to this question.

- **A. Eliminate Production**
- B. Increase Delivery Waste
- **C. Innovate Logistics and Transport**
- **D. Increase Design**
- E. Innovate Finance

Answer: A,C,D

Explanation:

Solution:

Based on content from learning.sap.com, the SAP Sustainability Performance Management circular product lifecycle includes these three pillars:

* C. Innovate Logistics and Transport

The lifecycle explicitly covers logistics and transport innovation as part of sustainable operations.

* D. Eliminate Production

It highlights "Eliminate Production" to minimize waste and circularly manage resources.

* E. Increase Design

The diagram emphasizes "Increase Design" (design for circularity) to embed sustainability early in the product lifecycle.

Options A and B are not part of the described circular lifecycle model.

NEW QUESTION # 18

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

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

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 # 19

Which components of an SAP Business Network presentation address COO concerns about supply chain transparency and partner connectivity?Note: There are 2 correct answers to this question.

- A. Focuses on the benefits of local suppliers
- **B. Raises awareness of visibility issues**
- C. Highlights cost-saving opportunities to meet budget considerations
- **D. Emphasizes digital relationships to foster collaboration**

Answer: B,D

Explanation:

Solution:

The two correct answers, based solely on content from learning.sap.com about addressing a COO's concerns on supply chain transparency and partner connectivity, are:

* A. Emphasizes digital relationships to foster collaboration

SAP Business Network enhances collaboration by enabling real-time, digital connections with trading partners-supporting unified communication and document exchange across the supply chain learning.sap.com

* B. Raises awareness of visibility issues

The COO narrative prioritizes delivering customer service and full transparency by providing real-time visibility across the network, predicting risks, and simulating scenarios with partners learning.sap.com

Options C and D are not emphasized in the COO context on learning.sap.com

NEW QUESTION # 20

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

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

Answer: D

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 # 21

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