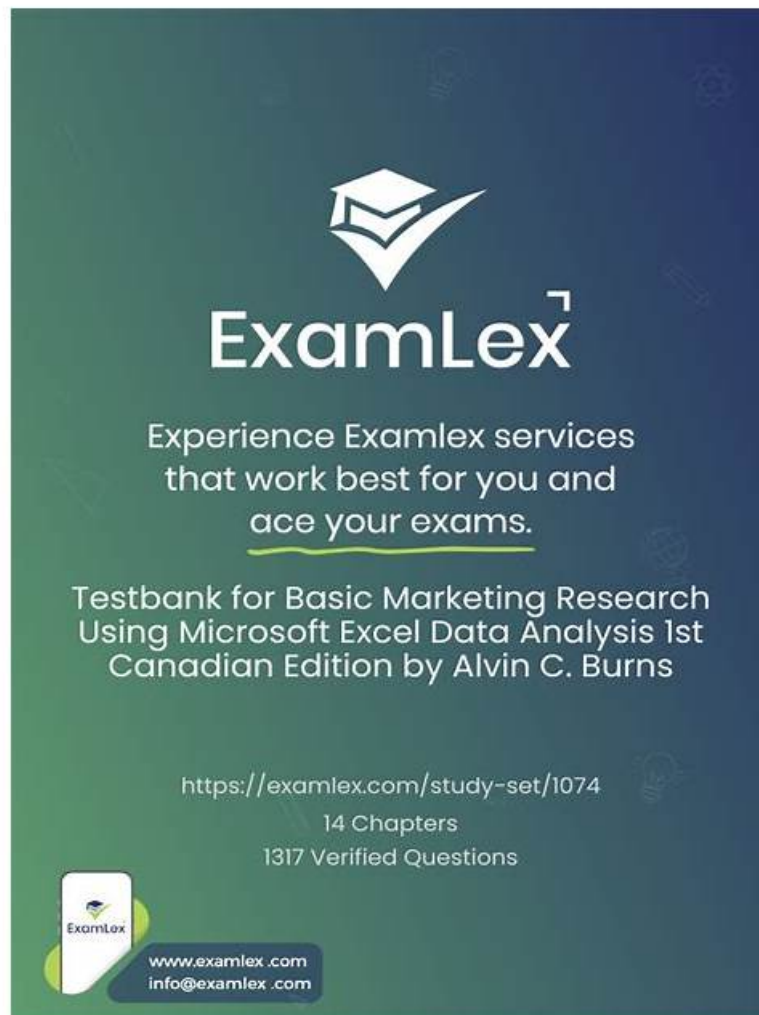


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SAP C_BCSBN_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

Topic 2	<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 3	<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.

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

Answer: A,B

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 CO₂ 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 SAP Business Suite enhance "Productivity and Speed" in supply chains using artificial intelligence?

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

Answer: B

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

Which methods in SAP Business Suite drive innovative product development using customer feedback and AI? Note: There are 2 correct answers to this question.

- A. Integrates supply chain processes enhancing design with AI
- B. Harnesses generative AI and customer feedback to stimulate product innovation
- C. Optimizes manufacturing processes by supporting creativity
- D. Uses financial analysis for effective management of innovation budgets

Answer: A,B

Explanation:

Solution:

The two correct methods from learning.sap.com that drive innovative product development in SAP Business Suite using customer feedback and AI are:

* A. Harnesses generative AI and customer feedback to stimulate product innovation SAP Business Suite leverages generative AI capabilities-powered by Joule-and rich customer insights to propose new features, designs, and improvements. This integration of feedback and advanced AI helps spark innovation throughout the product development cycle.

* D. Integrates supply chain processes enhancing design with AI

Embedded AI within the suite enables cross-functional integration where design, supply chain, and development data converge. This empowers AI-driven recommendations that optimize product design in harmony with logistics and production considerations.

Options B and C are not emphasized on learning.sap.com in the context of AI-driven, customer-feedback-based innovation.

NEW QUESTION # 15

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. Competitive AI capabilities
- C. Expense savings through local suppliers
- D. Real-time visibility
- E. Integrated processes

Answer: A,D,E

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.

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

NEW QUESTION # 16

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. Trend monitoring
- C. Automated supplier contracts
- D. Optimized delivery schedules

Answer: A,B

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 # 17

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