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SAP C_BCSBN_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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 (Q26-Q31):

NEW QUESTION # 26
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 investigating employee training needs
- C. By addressing visibility and collaboration
- D. By studying marketing strategies to improve audience reach

Answer: C

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 # 27
Which key points should be discussed when presenting SAP Business Suite to the COO?Note: There are 3 correct answe rs to this questio n.

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

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

NEW QUESTION # 28
How can the carbon footprint tracking feature within SAP Business Suite assist companies in integrating sustainability into product design and logistics?Note: There are 2 correct answe rs to this questio n.

- A. Connects lifecycle data to make informed eco-conscious decisions
- B. Reduces overall energy consumption, focusing on internal processes

- C. Focuses on optimizing financial flows while ignoring sustainability parameters
- D. Supports the use of environmentally friendly materials

Answer: A,D

Explanation:
Solution:
The two correct answe rs based on learning.sap.com regarding how the carbon footprint tracking feature within SAP Business Suite supports sustainability in product design and logistics are:
* A. Supports the use of environmentally friendly materials
The feature enables product designers to access carbon footprint data, guiding the selection of lower impact materials at the design stage learning.sap.com.
* C. Connects lifecycle data to make informed eco-conscious decisions
It integrates lifecycle and logistics carbon data into decision-making processes, allowing teams to evaluate and optimize sustainability trade-offs across the value chain.
Options B and D are incorrect, as the feature doesn't ignore sustainability parameters nor solely focus on internal energy consumption.

NEW QUESTION # 29

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

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

Answer: C,D

Explanation:
Solution:
The two correct answe rs, 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 # 30

How can Al help deliver the insights and resilience needed to keep your logistics flowing across the globe in Transportation Management?Note: There are 3 correct answe rs to this questio n.

- A. Overall process evaluation
- B. Smart scenario planning
- C. Integration with SAP Manufacturing
- D. Real-time incident reports
- E. Enterprise cancellation risk

Answer: A,B,D

Explanation:
Solution:
Here are the three correct ways SAP Transportation Management (TM) uses AI to deliver insights and resilience:
* A. Overall process evaluation
AI embedded in SAP TM provides comprehensive analysis of freight operations-evaluating performance, bottlenecks, and sustainability metrics-to continuously improve resilience

* D. Smart scenario planning
The system uses constraint-based optimization and "what-if" simulations powered by AI to test alternative routes, capacity allocations, and contingency plans, enabling smarter, faster decision-making training.sap.com.
* E. Real-time incident reports
AI-driven event management monitors transportation in real time-tracking milestones, generating alerts for delays or disruptions, and supporting rapid, proactive responses.
Options B and C are not cited on learning.sap.com in the context of AI use in SAP TM.

NEW QUESTION # 31
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