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## SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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>

Topic 3	<ul style="list-style-type: none"> <li>• <b>Understanding and Positioning SAP SCM Capabilities:</b> 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>
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### SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q14-Q19):

#### NEW QUESTION # 14

How does SAP Business Network support real-time order tracking and dispute resolution in retail?Note: There are 2 correct answers to this question.

- **A. Provides supply chain visibility for informed decision-making with partners**
- B. Increases operational efficiency through automation of internal financial processes
- **C. Allows digital collaboration through connections with trading partners**
- D. Simplifies manufacturing processes, strengthening coordination within the company

**Answer: A,C**

Explanation:

Solution:

The two correct answers from learning.sap.com are:

- \* A. Allows digital collaboration through connections with trading partners SAP Business Network enables real-time collaboration and document exchange-purchase orders, confirmations, ship notices, invoices-with both SAP and non-SAP suppliers, allowing all parties to interact via a unified platform.
- \* C. Provides supply chain visibility for informed decision-making with partners It also integrates with Global Track & Trace to deliver real-time order tracking details-shipment status, ETAs, delays-and supports event-based communications to resolve disputes faster.

Options B and D are not emphasized in learning.sap.com's context for order tracking and dispute resolution in retail.

#### NEW QUESTION # 15

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

**Answer: B,C**

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 # 16

Which approaches in SAP Business Suite enhance warehouse efficiency?Note: There are 2 correct answers to this question.

- A. Implementation of real-time insights
- B. Integrate closed-loop planning with AI automation
- C. Automation of supplier selection
- D. Align forecast with production cost budgets

**Answer: A,B**

Explanation:

Solution:

The two methods in SAP Business Suite that enhance warehouse efficiency, as outlined on learning.sap.com, are:

\* C. Implementation of real-time insights

The suite enables real-time scenario simulations, AI-driven insights, and visibility into operations and inventory, allowing warehouse managers to react quickly and optimize workflows.

\* D. Integrate closed-loop planning with AI automation

Closed-loop planning synchronizes operational changes in real time, maintaining smooth, adaptive warehouse processes. Combined with AI automation, this maximizes resource efficiency and throughput learning.sap.com

#### NEW QUESTION # 17

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

**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 # 18

How does SAP Business Suite help supply chain leaders achieve the goal of "Customer Service and Transparency"?

- A. By providing visibility into supply chain data and leveraging AI

- B. By managing inventory separately from external market data
- C. By providing tools for marketing and sales optimization
- D. By automating financial transactions to accelerate processes

**Answer: A**

Explanation:

Solution:

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

\* A. By providing visibility into supply chain data and leveraging AI

SAP Business Suite helps supply chain leaders achieve "Customer Service and Transparency" by delivering real time visibility across the entire supply chain network. It seamlessly connects integrated processes and uses AI driven insights (via SAP Business Data Cloud and Joule's AI) to predict disruptions, simulate scenarios, and optimize inventory, enabling faster, transparent responses to customer needs.

Options B, C, and D are not featured in the context of enhancing customer service and transparency on learning.sap.com

## NEW QUESTION # 19

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