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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 2	<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>
Topic 3	<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>

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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 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. Automated supplier contracts
- C. Optimized delivery schedules
- **D. Risk assessment**

**Answer: A,D**

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 # 13

How does the demand forecasting module in SAP IBP assist enterprises in handling market changes and organizing supply chain execution effectively?

- A. Relies on past sales data without market changes.
- **B. Creates demand forecasts and coordinates order fulfillment actions,**

- C. Automates procurement processes to support preliminary plans.
- D. Enhances financial planning with limited demand changes.

**Answer: B**

Explanation:

Solution:

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

\* D. Creates demand forecasts and coordinates order fulfillment actions The SAP IBP demand forecasting module doesn't just rely on historical data-it actively generates accurate demand forecasts, and then triggers coordinated execution actions across supply chain processes. This ensures companies can respond dynamically to market changes and align order fulfillment efficiently with anticipated demand.

#### NEW QUESTION # 14

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

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

**Answer: B,D,E**

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 # 15

How can AI help deliver the insights and resilience needed to keep your logistics flowing across the globe in Transportation Management?Note: There are 3 correct answers to this question.

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

**Answer: A,C,E**

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 # 16

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. Focuses on the benefits of local suppliers
- C. Raises awareness of visibility issues
- D. Emphasizes digital relationships to foster collaboration

**Answer: C,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 # 17

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