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## SAP C_BCSBN_2502 Exam Syllabus Topics:

| Topic | Details |
|---|---|
| Topic 1 | • 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 | • 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 3 | • 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. |

# C_BCSBN_2502 Test Braindumps: SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions & C_BCSBN_2502 VCE Dumps

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## SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q29-Q34):

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

**Answer: A,B**

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 does geolocation tracking in SAP Transportation Management reduce costs and improve carrier interactions for transporting perishable goods?

- A. Manages global logistics using real-time geolocation
- B. Improves production processes
- C. Optimizes financial processes
- D. Automates procurement

**Answer: A**

Explanation:
Solution:
Based solely on content from learning.sap.com (and related SAP documentation), the correct answer is:
* D. Manages global logistics using real-time geolocation
Geolocation tracking in SAP Transportation Management, particularly via SAP Business Network Global Track & Trace, provides real-time visibility across global logistics networks. This functionality reduces costs and enhances interactions with carriers-especially for perishable goods-by enabling predictive ETAs, milestone awareness, event-triggered alerts, and seamless collaboration with carriers and logistics partners.
The other options (A, B, and C) are not relevant to geolocation tracking in this context.

**NEW QUESTION # 31**
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 leveragingAl
- B. By providing tools for marketing and sales optimization
- C. By automating financial transactions to accelerate processes
- D. By managing inventory separately from external market data

**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 # 32**
Which pillars are related to SAP Supply Chain processes from Design to Operate?Note: There are 2 correct Answer s to this questio n.

- A. Make
- B. Synchronized Planning
- C. Sustainable Operation
- D. Deliver

**Answer: A,D**

Explanation:
Solution:
The correct answer choices from learning.sap.com for the pillars related to SAP Supply Chain processes from Design to Operate are:
* A. Deliver
* C. Make

**NEW QUESTION # 33**
What is included in SAP Sustainability Performance Management circular product life cycle?Note: There are 3 correct answe rs to this questio n.

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

**Answer: A,B,C**

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 # 34**

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