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SAP C_BCSBN_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q27-Q32):

NEW QUESTION # 27

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

- A. Enhances financial planning with limited demand changes.
- **B. Creates demand forecasts and coordinates order fulfillment actions,**
- C. Relies on past sales data without market changes.
- D. Automates procurement processes to support preliminary plans.

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 # 28

What are the benefits of SAP Visual Inspection powered by AI?Note: There are 3 correct answers to this Question.

- A. Increase production lead time
- **B. Extended inspection duration**
- C. Mitigate production risks
- D. Increase sustainability
- E. Improve quality

Answer: B

Explanation:

Solution:

The correct benefits of SAP Visual Inspection powered by AI-as listed on learning.sap.com-are:

* Increase sustainability (C): It helps reduce waste and scrap through optimized detection and corrective actions.

* Mitigate production risks (D): By catching defects early, it prevents production issues and downtime

* Improve quality (E): Automating defect detection ensures higher product quality and consistency.

The other options-A (Increase production lead time) and B (Extended inspection duration)-are incorrect, as AI-based inspection aims to shorten lead times and streamline inspections, not prolong them.

NEW QUESTION # 29

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

- A. By managing inventory separately from external market data
- **B. By providing visibility into supply chain data and leveraging AI**
- C. By automating financial transactions to accelerate processes
- D. By providing tools for marketing and sales optimization

Answer: B

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 # 30

How do discussions of supply chain challenges help align SAP Business Network's digital interaction with COO goals?

- **A. By addressing visibility and collaboration**
- B. By investigating employee training needs
- C. By focusing on financial performance metrics
- D. By studying marketing strategies to improve audience reach

Answer: A

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 # 31

How do inventory optimization features in SAP IBP help companies to improve transparency in inventory management?

- A. Integrates third-party systems
- B. Automates financial reporting
- **C. Establishes connections between data sources**
- D. Simplifies procurement procedures

Answer: C

Explanation:

Solution:

The correct answer from learning.sap.com on how inventory optimization in SAP IBP improves transparency in inventory management is:

* B. Establishes connections between data sources.

SAP IBP enhances transparency by integrating diverse data-real-time ERP figures, forecasting models, supply signals, and external inputs-into a unified planning platform. This centralized visibility ensures stakeholders across the supply chain can make informed, aligned decisions based on real-time inventory insights.

Options A, C, and D are not highlighted in the context of transparency via inventory optimization on learning.sap.com

NEW QUESTION # 32

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