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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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q18-Q23):

NEW QUESTION # 18
Which processes help companies integrate renewable energy usage and risk assessment into sustainable supply chain strategies?
Note: There are 2 correct answe rs to this questio n.

- A. Combine sustainability data with external risk factors
- B. Automate carbon reduction in transportation management
- C. Focus on financial planning with less focus on ecological aspects
- D. Focus on supplier consolidation for cost reduction

Answer: A,B

Explanation:
Solution:
The two correct answe rs from learning.sap.com are:
* B. Automate carbon reduction in transportation management
SAP integrates sustainability features into Transportation Management (TM) to automatically optimize routes and modes, reducing CO_2 emissions as part of smart logistics planning. This supports sustainable transport strategies within supply chains.
* D. Combine sustainability data with external risk factors
The Sustainability Control Tower and related offerings merge internal sustainability metrics (like carbon footprints and energy use) with external data-such as climate risk profiles, regulatory changes, and resource constraints-to enable proactive, risk-aware decisions in supply chain operations Options A and C are not aligned with the described sustainable supply chain processes on learning.sap.com.

NEW QUESTION # 19
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. Supports the use of environmentally friendly materials
- C. Focuses on optimizing financial flows while ignoring sustainability parameters
- D. Reduces overall energy consumption, focusing on internal processes

Answer: A,B

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 # 20
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. Optimizes financial processes

- C. Automates procurement
- D. Improves production processes

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 # 21
How does SAP Business Network's purchase order compliance function automate workflows for global suppliers in retail?

- A. Cuts logistics costs by using local vendors
- B. Automates financial transactions with minimal impactto functional procurement processes
- C. Simplifies procurement for production with less impact to global processes
- D. Ensures integration with SAP and non-SAP systems

Answer: D

Explanation:
Solution:
The correct answer from learning.sap.com is:
* C. Ensures integration with SAP and non-SAP systems
SAP Business Network's purchase order compliance functionality enables automated workflows for global retail suppliers through seamless integration across both SAP and non-SAP systems. This ensures POs, order confirmations, AP documents, and audit rules are consistently streamlined across diverse supplier landscapes learning.sap.com.

NEW QUESTION # 22
How does the asset management module in SAP Business Suite enhance uptime and predict failures within the energy sector through Al-driven maintenance processes?

- A. Automates procurement
- B. Tracks financial performance
- C. Improves transportation
- D. CO Integrates maintenance processes

Answer: D

Explanation:
Solution:
The correct answer from learning.sap.com regarding how the asset management module in SAP Business Suite enhances uptime and predicts failures in the energy sector through AI-driven maintenance is:
* D. CO Integrates maintenance processes
SAP's asset management module (often referred to as SAP Asset Performance Management or SAP Intelligent Asset Management) deeply integrates maintenance workflows-leveraging AI for predictive maintenance. This enables real-time monitoring, anomaly detection, and proactive scheduling, thereby improving asset availability, minimizing unplanned downtime, and optimizing maintenance tasks within energy operations community.sap.comsap.com.

NEW QUESTION # 23
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