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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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.
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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q15-Q20):

NEW QUESTION # 15

Which aspect of SAP Business Network helps ensure compliance during unplanned purchases?

- A. Optimizes financial approaches
- B. Enhances production efficiency
- **C. Implements automatic auditing and budgeting rules**
- D. Automates supplier selection

Answer: C

Explanation:

Solution:

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

* D. Implements automatic auditing and budgeting rules

The SAP Business Network for Procurement ensures compliance during unplanned purchases by leveraging configurable business rules and automated audit trails. These help enforce company policies around spend compliance, including change orders, price controls, contractual adherence, and handling non-PO invoices.

The other options (A, B, C) are not directly associated with compliance enforcement for unplanned purchases on that site.

NEW QUESTION # 16

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

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

Answer: C

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 # 17

Which pillars are related to SAP Supply Chain processes from Design to Operate? Note: There are 2 correct Answers to this question.

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

Answer: B,C

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 # 18

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

Answer: B,D,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 # 19

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

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

Answer: B

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 # 20

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