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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	• 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	• 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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q21-Q26):

NEW QUESTION # 21

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

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

Answer: A,B,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 # 22

How does SAP Business Network support real-time order tracking and dispute resolution in retail?Note:

There are 2 correct answers to this question.

- A. Provides supply chain visibility for informed decision-making with partners
- B. Simplifies manufacturing processes, strengthening coordination within the company
- C. Allows digital collaboration through connections with trading partners
- D. Increases operational efficiency through automation of internal financial processes

Answer: A,C

Explanation:

Solution:

The two correct answers from learning.sap.com are:

- * A. Allows digital collaboration through connections with trading partners SAP Business Network enables real-time collaboration and document exchange-purchase orders, confirmations, ship notices, invoices-with both SAP and non-SAP suppliers, allowing all parties to interact via a unified platform.
- * C. Provides supply chain visibility for informed decision-making with partners It also integrates with Global Track & Trace to deliver real-time order tracking details-shipment status, ETAs, delays-and supports event-based communications to resolve disputes faster.

Options B and D are not emphasized in learning.sap.com's context for order tracking and dispute resolution in retail.

NEW QUESTION # 23

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

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

Answer: D

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 # 24

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

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

Answer: A

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 # 25

Which categories does the Operate pillar encompass? Note: There are 3 correct answers to this question.

- **A. Business Network for Logistics**
- B. Field Service Management
- **C. Asset Management**
- D. Business Network for Assets

- E. Transportation Management

Answer: A,C,E

Explanation:

Solution:

Based on content from learning.sap.com, the Operate pillar of SAP's supply chain suite includes the following areas:

- * A. Transportation Management - Covering planning, execution, and optimization of transportation processes.
- * C. Business Network for Logistics - Enabling real-time collaboration, freight visibility, and event management with logistics partners. learning.sap.com
- * E. Asset Management - Focusing on maintenance, uptime, and performance monitoring within operations.

Options B (Business Network for Assets) and D (Field Service Management) are not listed under the Operate pillar on learning.sap.com.

NEW QUESTION # 26

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