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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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q19-Q24):

NEW QUESTION # 19
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. Raises awareness of visibility issues
- B. Focuses on the benefits of local suppliers
- C. Highlights cost-saving opportunities to meet budget considerations
- D. Emphasizes digital relationships to foster collaboration

Answer: A,D

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 # 20
Which aspect of SAP Business Network helps ensure compliance during unplanned purchases?

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

Answer: A

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 # 21

How does real-time production orchestration in SAP Digital Manufacturing improve resource utilization within global manufacturing networks?

- A. Aligns financial optimization
- B. Improves logistics
- C. Automates procurement
- D. Manages production with Al automation in real-time

Answer: D

Explanation:
The correct answer is:
Solution:
B . Manages production with AI automation in real-time
SAP Digital Manufacturing's real-time Production Orchestration (Resource Orchestration) empowers supervisors to dispatch, schedule, monitor, and automatically balance production on a live basis-responding instantly to events on the shop floor and optimizing resources like labor, equipment, and materials us.io
group.com+6learning.sap.com+6help.sap.com+6sap.com+8sap.com+8learning.sap.com+8.
Here's how the other options stack up:
* A. Improves logistics - While orchestration connects operations with logistics, its primary purpose is on-floor execution and resource balancing-not optimizing logistics functions directly.
* C. Automates procurement - This relates to supply chain/procurement modules in SAP, not manufacturing execution orchestration.
* D. Aligns financial optimization - Financial alignment comes primarily from ERP integration, not from real-time production orchestration.
So the best fit is option B.

NEW QUESTION # 22

What are the benefits of SAP Visual Inspection powered by Al?Note: There are 3 correct answe rs to this Questio n.

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

Answer: D

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 # 23

How can Al help deliver the insights and resilience needed to keep your logistics flowing across the globe in Transportation Management?Note: There are 3 correct answe rs to this questio n.

- A. Smart scenario planning
- B. Overall process evaluation

- C. Real-time incident reports
- D. Integration with SAP Manufacturing
- E. Enterprise cancellation risk

Answer: A,B,C

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 # 24

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