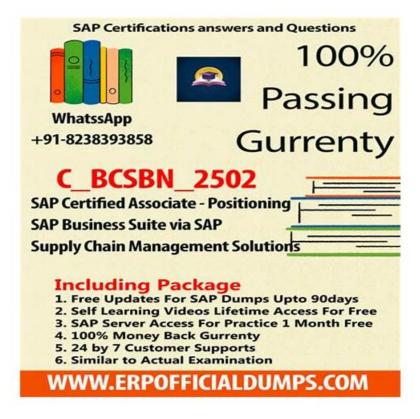
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SAP C-BCSBN-2502 Exam Syllabus Topics:

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 (Q11-Q16):

NEW QUESTION #11

How does the visual inspection tool in SAP Digital Manufacturing support defect detection on automotive parts assembly lines?

- A. Automates procurement processes
- B. Focuses on optimizing financial approaches
- C. Uses Al to identify quality issues
- D. Improves logistics detection issues

Answer: C

Explanation:

Solution:

The correct answer based on learning sap.com is:

* B. Uses AI to identify quality issues

SAP Digital Manufacturing's Visual Inspection tool leverages artificial intelligence to automatically detect defects on automotive parts assembly lines-spotting anomalies, ensuring consistency, and reducing manual inspection errors. It does not handle procurement, logistics, or financial processes.

NEW QUESTION #12

Which key points should be discussed when presenting SAP Business Suite to the COO?Note: There are 3 correct answers to this question.

- A. Expense savings through local suppliers
- B. Automated financial processes
- C. Competitive Al capabilities
- D. Integrated processes
- E. Real-time visibility

Answer: B,D,E

Explanation:

Solution:

The three key points to highlight when presenting SAP Business Suite to the COO, based on the official narrative on learning sap.com, are:

- * Real-time visibility (A): COOs need agility and resilience, which come from having real-time operational insights to make better decisions.
- * Integrated processes (B): SAP Business Suite eliminates silos and connects functions such as procurement, finance, manufacturing, and logistics, enabling seamless cross-functional collaboration.
- * Automated financial processes (D): Higher levels of automation, including in finance, boost productivity and speed-reducing waste in time and resources.

Options C and E are not emphasized in the COO narrative on learning sap.com.

NEW QUESTION #13

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 answers to this question.

- A. Reduces overall energy consumption, focusing on internal processes
- B. Supports the use of environmentally friendly materials
- C. Focuses on optimizing financial flows while ignoring sustainability parameters
- D. Connects lifecycle data to make informed eco-conscious decisions

Answer: B,D

Explanation:

Solution:

The two correct answers 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 #14

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 automating financial transactions to accelerate processes
- C. By providing visibility into supply chain data and leveragingAl
- D. By providing tools for marketing and sales optimization

Answer: C

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 #15

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

• A. innovate Logistics and Transport

- B. Increase Design
- C. Eliminate Production
- D. Innovate Finance
- E. Increase Delivery Waste

Answer: A,B,C

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 #16

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