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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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 (Q18-Q23):

NEW QUESTION # 18

What are the benefits of SAP Visual Inspection powered by AI? Note: There are 3 correct answers to this question.

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

Answer: A

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 # 19

How does the integration of product lifecycle management with logistics in SAP Transportation Management accelerate the market entry of new consumer products?

- A. Connects product development and logistics processes
- B. Aligns financial planning and resource management
- C. Automates procurement
- D. Increases production efficiency

Answer: A

Explanation:

Solution:

The correct answer from learning.sap.com is:

- * B. Connects product development and logistics processes

This integration ensures that logistics considerations-such as packaging requirements, transportation planning, and distribution-are aligned directly with product design and development timelines, enabling faster time-to market for new consumer products.

NEW QUESTION # 20

Which technology in SAP Business Suite ensures seamless integration of SCM processes and data harmonization to enhance "Agility and Resiliency"?

- A. Third-party software for managing SCM processes
- B. Integrating business process data into SCM
- C. Manual data entry for transactions

- D. Proprietary connectors for data integration

Answer: B

Explanation:

Solution:

The correct answer from learning.sap.com is:

- * D. Integrating business process data into SCM

SAP Business Suite enhances "Agility and Resiliency" by unifying SCM process and business data-integrating business process data directly into supply chain management. This seamless integration, facilitated by the SAP Business Data Cloud, aligns operational, transactional, and external data to enable real-time decision-making and AI-driven alerts. As a result, supply chains can quickly adapt to disruptions with minimal impact.

Options A, B, and C are not highlighted on learning.sap.com as foundational technologies used to achieve agility and resiliency.

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. Manages production with AI automation in real-time**
- D. Automates procurement

Answer: C

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

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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

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 studying marketing strategies to improve audience reach
- D. By focusing on financial performance metrics

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 # 23

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