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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 (Q20-Q25):

NEW QUESTION # 20
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 answe rs to this questio n.

- 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 answe rs 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 # 21
How does SAP Business Network support real-time order tracking and dispute resolution in retail?Note:
There are 2 correct answe rs to this questio n.

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

Answer: B,C

Explanation:
Solution:
he two correct answe rs 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 # 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 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 # 23
Which methods in SAP Business Suite drive innovative product development using customer feedback and AI?Note: There are 2 correct answe rs to this questio n.

- A. Integrates supply chain processes enhancing design with AI
- B. Uses financial analysis for effective management of innovation budgets
- C. Harnesses generative AI and customer feedback to stimulate product innovation
- D. Optimizes manufacturing processes by supporting creativity

Answer: A,C

Explanation:
Solution:
The two correct methods from learning.sap.com that drive innovative product development in SAP Business Suite using customer feedback and AI are:
* A. Harnesses generative AI and customer feedback to stimulate product innovation SAP Business Suite leverages generative AI capabilities-powered by Joule-and rich customer insights to propose new features, designs, and improvements. This integration of feedback and advanced AI helps spark innovation throughout the product development cycle.
* D. Integrates supply chain processes enhancing design with AI
Embedded AI within the suite enables cross-functional integration where design, supply chain, and development data converge. This empowers AI-driven recommendations that optimize product design in harmony with logistics and production considerations.
Options B and C are not emphasized on learning.sap.com in the context of AI-driven, customer-feedback-based innovation.

NEW QUESTION # 24
What can be enhanced by establishing a consistent, end-to-end process across the entire design-to-operate cycle?Note: There are 3 correct answe rs to this questio n.

- A. Functional productivity
- B. Agile decision-making
- C. Environmentally conscious operations
- D. Tactical planning
- E. Delivery routing efficiency

Answer: A,B,C

Explanation:
Solution:
The three correct enhancements, based on content from learning.sap.com, are:
* B. Functional productivity
A consistent end-to-end process streamlines workflows across design, planning, manufacturing, logistics, and operations-boosting overall productivity in every function.
* C. Agile decision-making
This unified approach enables real-time scenario simulations and faster response times, making organizations more agile in adapting to changes.
* E. Environmentally conscious operations
By integrating sustainability into every stage of the value chain-from design to delivery-organizations can align operations with eco-friendly practices.
Option A (Tactical planning) and D (Delivery routing efficiency) are not explicitly highlighted in that context on learning.sap.com.

NEW QUESTION # 25

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