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SAP C_BCSBN_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

Topic 2	<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 3	<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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q18-Q23):

NEW QUESTION # 18

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

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

Answer: B

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 # 19

How do inventory optimization features in SAP IBP help companies to improve transparency in inventory management?

- A. Automates financial reporting
- **B. Establishes connections between data sources**
- C. Simplifies procurement procedures
- D. Integrates third-party systems

Answer: B

Explanation:

Solution:

The correct answer from learning.sap.com on how inventory optimization in SAP IBP improves transparency in inventory management is:

* B. Establishes connections between data sources.

SAP IBP enhances transparency by integrating diverse data-real-time ERP figures, forecasting models, supply signals, and external inputs-into a unified planning platform. This centralized visibility ensures stakeholders across the supply chain can make informed,

aligned decisions based on real-time inventory insights.

Options A, C, and D are not highlighted in the context of transparency via inventory optimization on learning.sap.com.

NEW QUESTION # 20

Which approaches in SAP Business Suite enhance warehouse efficiency? Note: There are 2 correct answers to this question.

- A. Implementation of real-time insights
- B. Automation of supplier selection
- C. Align forecasts with production cost budgets
- D. Integrate closed-loop planning with AI automation

Answer: A,D

Explanation:

Solution:

The two methods in SAP Business Suite that enhance warehouse efficiency, as outlined on learning.sap.com, are:

* C. Implementation of real-time insights

The suite enables real-time scenario simulations, AI-driven insights, and visibility into operations and inventory, allowing warehouse managers to react quickly and optimize workflows.

* D. Integrate closed-loop planning with AI automation

Closed-loop planning synchronizes operational changes in real time, maintaining smooth, adaptive warehouse processes. Combined with AI automation, this maximizes resource efficiency and throughput learning.sap.com.

NEW QUESTION # 21

How does SAP Business Suite enhance "Productivity and Speed" in supply chains using artificial intelligence?

- A. By proposing optimized SCM processes
- B. By focusing on integrated financial planning
- C. By generating reports for decision-making
- D. By automating tasks through integration to minimize intervention

Answer: D

Explanation:

Solution:

The correct answer from learning.sap.com is:

* A. By automating tasks through integration to minimize intervention

This is emphasized in the section "Increase Productivity and Speed Through Automation", where SAP Business Suite orchestrates supply chain workflows by tightly integrating planning and execution. This automation eliminates traditional gaps and manual touchpoints, enabling agile, rapid, and precise responses across operations.

NEW QUESTION # 22

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

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

Answer: A,C,D

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 # 23

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