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## SAP C\_BCSBN\_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

## SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q23-Q28):

### NEW QUESTION # 23

How does carrier selection functionality in SAP TM optimize freight management in the global logistics network? Note: There are 2 correct answers to this question.

- A. Ensures transparency in transportation processes
- B. Automates international procurement processes
- C. Focuses on the lowest cost option available
- D. Improves production planning for transported materials

**Answer: A,C**

Explanation:

Solution:

The two correct benefits of the carrier selection functionality in SAP TM are:

1. Ensures transparency in transportation processes - The system provides a ranked list of eligible carriers, displaying real carrier rates, availability, and constraints, which promotes clarity in decision making.
2. Focuses on the lowest cost option available - During carrier selection, SAP TM uses optimization algorithms to find the most cost-effective carrier, taking into account constraints such as cost, priority, and equipment capacity.

Therefore, the correct answers are:

- \* A. Focuses on the lowest cost option available
- \* C. Ensures transparency in transportation processes

### NEW QUESTION # 24

Which features in SAP IBP assist manufacturers in mitigating the impact of sudden demand spikes and maintaining supply chain stability? Note: There are 2 correct answers to this question.

- A. Automated supplier contracts
- B. Risk assessment
- C. Optimized delivery schedules
- D. Trend monitoring

**Answer: B,D**

Explanation:

Solution:

Based on content from learning.sap.com, the two correct features in SAP IBP that help manufacturers mitigate sudden demand spikes and maintain supply chain stability are:

A. Risk assessment

SAP IBP (especially through the Supply Chain Control Tower) enables systematic risk assessment, real-time alerting, and scenario simulation to identify and mitigate supply chain disruptions.

C. Trend monitoring

Within IBP's demand planning capabilities, tools like time-series analysis and demand sensing help detect trends and anomalies, allowing manufacturers to proactively adjust forecasts and supply plans learning.sap.com

The other options are not supported by learning.sap.com:

\* B. Automated supplier contracts - relates to procurement (e.g., SAP Ariba), not core IBP capabilities.

\* D. Optimized delivery schedules - this is part of execution/logistics, not directly a core IBP feature for handling demand spikes. Therefore, the correct answers are A and C

### NEW QUESTION # 25

Which components of an SAP Business Network presentation address COO concerns about supply chain transparency and partner connectivity? Note: There are 2 correct answers to this question.

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

**Answer: A,B**

Explanation:

Solution:

The two correct answers, 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 # 26

How does SAP Business Network support real-time order tracking and dispute resolution in retail? Note:

There are 2 correct answers to this question.

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

**Answer: A,B**

Explanation:

Solution:

The two correct answers 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 # 27

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. Proprietary connectors for data integration
- C. Manual data entry for transactions
- **D. Integrating business process data into SCM**

**Answer: D**

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 # 28

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