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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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	• 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 (Q13-Q18):

NEW QUESTION # 13
How does real-time production orchestration in SAP Digital Manufacturing improve resource utilization within global manufacturing networks?

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

Answer: A

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 # 14
Which components of an SAP Business Network presentation address COO concerns about supply chain transparency and partner connectivity?Note: There are 2 correct answe rs to this questio n.

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

Answer: B,D

Explanation:
Solution:
The two correct answe rs, 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 # 15

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

Answer: A,D,E

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 # 16

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. Focuses on optimizing financial flows while ignoring sustainability parameters
- B. Supports the use of environmentally friendly materials
- C. Reduces overall energy consumption, focusing on internal processes
- 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 # 17

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

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

Answer: C

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 # 18

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