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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.
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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q17-Q22):

NEW QUESTION # 17

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

Answer: B,C

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 # 18

How does SAP Business Network's purchase order compliance function automate workflows for global suppliers in retail?

- A. Simplifies procurement for production with less impact to global processes
- B. Automates financial transactions with minimal impact to functional procurement processes
- **C. Ensures integration with SAP and non-SAP systems**
- D. Cuts logistics costs by using local vendors

Answer: C

Explanation:

Solution:

The correct answer from learning.sap.com is:

* C. Ensures integration with SAP and non-SAP systems

SAP Business Network's purchase order compliance functionality enables automated workflows for global retail suppliers through seamless integration across both SAP and non-SAP systems. This ensures POs, order confirmations, AP documents, and audit rules are consistently streamlined across diverse supplier landscapes learning.sap.com

NEW QUESTION # 19

Which pillars are related to SAP Supply Chain processes from Design to Operate? Note: There are 2 correct Answers to this question.

- A. Deliver
- B. Sustainable Operation
- C. Make
- D. Synchronized Planning

Answer: A,C

Explanation:

Solution:

The correct answer choices from learning.sap.com for the pillars related to SAP Supply Chain processes from Design to Operate are:

- * A. Deliver
- * C. Make

NEW QUESTION # 20

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

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

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 # 21

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

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

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.

