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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"> 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.
Topic 3	<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.

SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q16-Q21):

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 answers to this question.

- 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 answers 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

Which aspect of SAP Business Network helps ensure compliance during unplanned purchases?

- A. Implements automatic auditing and budgeting rules
- B. Optimizes financial approaches
- C. Automates supplier selection
- D. Enhances production efficiency

Answer: A

Explanation:

Solution:

The correct answer based on learning.sap.com is:

* D. Implements automatic auditing and budgeting rules

The SAP Business Network for Procurement ensures compliance during unplanned purchases by leveraging configurable business rules and automated audit trails. These help enforce company policies around spend compliance, including change orders, price controls, contractual adherence, and handling non-PO invoices.

The other options (A, B, C) are not directly associated with compliance enforcement for unplanned purchases on that site.

NEW QUESTION # 18

How do discussions of supply chain challenges help align SAP Business Network's digital interaction with COO goals?

- A. By addressing visibility and collaboration
- B. By investigating employee training needs
- C. By studying marketing strategies to improve audience reach
- D. By focusing on financial performance metrics

Answer: A

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 # 19

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

Answer: B,C

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 # 20

Which processes help companies integrate renewable energy usage and risk assessment into sustainable supply chain strategies?

Note: There are 2 correct answers to this question.

- A. Combine sustainability data with external risk factors

- **B. Automate carbon reduction in transportation management**
- C. Focus on supplier consolidation for cost reduction
- D. Focus on financial planning with less focus on ecological aspects

Answer: A,B

Explanation:

Solution:

The two correct answers from learning.sap.com are:

* B. Automate carbon reduction in transportation management

SAP integrates sustainability features into Transportation Management (TM) to automatically optimize routes and modes, reducing CO₂ emissions as part of smart logistics planning. This supports sustainable transport strategies within supply chains.

* D. Combine sustainability data with external risk factors

The Sustainability Control Tower and related offerings merge internal sustainability metrics (like carbon footprints and energy use) with external data—such as climate risk profiles, regulatory changes, and resource constraints—to enable proactive, risk-aware decisions in supply chain operations. Options A and C are not aligned with the described sustainable supply chain processes on learning.sap.com.

NEW QUESTION # 21

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