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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q27-Q32):

NEW QUESTION # 27

How does the asset management module in SAP Business Suite enhance uptime and predict failures within the energy sector through AI-driven maintenance processes?

- A. Automates procurement
- B. Improves transportation
- **C. CO Integrates maintenance processes**
- D. Tracks financial performance

Answer: C

Explanation:

Solution:

The correct answer from learning.sap.com regarding how the asset management module in SAP Business Suite enhances uptime and predicts failures in the energy sector through AI-driven maintenance is:

* D. CO Integrates maintenance processes

SAP's asset management module (often referred to as SAP Asset Performance Management or SAP Intelligent Asset Management) deeply integrates maintenance workflows-leveraging AI for predictive maintenance. This enables real-time monitoring, anomaly detection, and proactive scheduling, thereby improving asset availability, minimizing unplanned downtime, and optimizing maintenance tasks within energy operations community.sap.comsap.com

NEW QUESTION # 28

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

Answer: A,D

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 # 29

How does SAP Business Suite help supply chain leaders achieve the goal of "Customer Service and Transparency"?

- A. By providing tools for marketing and sales optimization
- B. By automating financial transactions to accelerate processes
- C. By providing visibility into supply chain data and leveraging AI
- D. By managing inventory separately from external market data

Answer: C

Explanation:

Solution:

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

* A. By providing visibility into supply chain data and leveraging AI

SAP Business Suite helps supply chain leaders achieve "Customer Service and Transparency" by delivering real time visibility across the entire supply chain network. It seamlessly connects integrated processes and uses AI driven insights (via SAP Business Data Cloud and Joule's AI) to predict disruptions, simulate scenarios, and optimize inventory, enabling faster, transparent responses to customer needs.

Options B, C, and D are not featured in the context of enhancing customer service and transparency on learning.sap.com

NEW QUESTION # 30

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

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

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 # 31

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. Real-time visibility
- C. Expense savings through local suppliers

- D. Integrated processes
- E. Competitive AI capabilities

Answer: A,B,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 # 32

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