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## SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>

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>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>

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### SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q11-Q16):

#### NEW QUESTION # 11

Which key points should be discussed when presenting SAP Business Suite to the COO? Note: There are 3 correct answers to this question.

- A. Integrated processes
- B. Expense savings through local suppliers
- C. Automated financial processes
- D. Real-time visibility
- E. Competitive AI capabilities

**Answer: A,C,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 # 12

How does the integration of product lifecycle management with logistics in SAP Transportation Management accelerate the market entry of new consumer products?

- A. Automates procurement
- B. Increases production efficiency
- C. Connects product development and logistics processes
- D. Aligns financial planning and resource management

**Answer: C**

Explanation:

Solution:

The correct answer from learning.sap.com is:

\* B. Connects product development and logistics processes

This integration ensures that logistics considerations-such as packaging requirements, transportation planning, and distribution-are aligned directly with product design and development timelines, enabling faster time-to market for new consumer products.

### NEW QUESTION # 13

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

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

**Answer: D**

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 # 14

Which technology in SAP Business Suite ensures seamless integration of SCM processes and data harmonization to enhance "Agility and Resiliency"?

- A. Integrating business process data into SCM
- B. Proprietary connectors for data integration
- C. Manual data entry for transactions
- D. Third-party software for managing SCM processes

**Answer: A**

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 # 15

How does the demand forecasting module in SAP IBP assist enterprises in handling market changes and organizing supply chain execution effectively?

- A. Relies on past sales data without market changes.
- B. Enhances financial planning with limited demand changes.
- C. Creates demand forecasts and coordinates order fulfillment actions,
- D. Automates procurement processes to support preliminary plans.

**Answer: C**

Explanation:

**Solution:**

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

\* D. Creates demand forecasts and coordinates order fulfillment actions The SAP IBP demand forecasting module doesn't just rely on historical data-it actively generates accurate demand forecasts, and then triggers coordinated execution actions across supply chain processes. This ensures companies can respond dynamically to market changes and align order fulfillment efficiently with anticipated demand.

## NEW QUESTION # 16

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