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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 (Q15-Q20):

NEW QUESTION # 15

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

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

Answer: C

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 # 16

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

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

Answer: D

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 # 17

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

- A. Automates procurement processes to support preliminary plans.

- B. Relies on past sales data without market changes.
- C. Enhances financial planning with limited demand changes.
- D. Creates demand forecasts and coordinates order fulfillment actions,

Answer: D

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 # 18

How does SAP Business Network support real-time order tracking and dispute resolution in retail?Note:

There are 2 correct answers to this question.

- A. Increases operational efficiency through automation of internal financial processes
- B. Provides supply chain visibility for informed decision-making with partners
- C. Allows digital collaboration through connections with trading partners
- D. Simplifies manufacturing processes, strengthening coordination within the company

Answer: B,C

Explanation:

Solution:

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

* A. Allows digital collaboration through connections with trading partners SAP Business Network enables real-time collaboration and document exchange-purchase orders, confirmations, ship notices, invoices-with both SAP and non-SAP suppliers, allowing all parties to interact via a unified platform.

* C. Provides supply chain visibility for informed decision-making with partners It also integrates with Global Track & Trace to deliver real-time order tracking details-shipment status, ETAs, delays-and supports event-based communications to resolve disputes faster.

Options B and D are not emphasized in learning.sap.com's context for order tracking and dispute resolution in retail.

NEW QUESTION # 19

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. Raises awareness of visibility issues
- C. Focuses on the benefits of local suppliers
- D. Emphasizes digital relationships to foster collaboration

Answer: B,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 # 20

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