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## SAP C\_BCSBN\_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	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	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	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 (Q18-Q23):

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

#### Answer: B,D

#### Explanation:

Solution:

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

• A. Third-party software for managing SCM processes

- B. Proprietary connectors for data integration
- C. Manual data entry for transactions
- D. Integrating business process data into SCM

#### Answer: D

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 #20**

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

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

#### Answer: A

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 #21**

How does geolocation tracking in SAP Transportation Management reduce costs and improve carrier interactions for transporting perishable goods?

- A. Optimizes financial processes
- B. Automates procurement
- C. Manages global logistics using real-time geolocation
- D. Improves production processes

### Answer: C

Explanation:

Solution:

Based solely on content from learning sap.com (and related SAP documentation), the correct answer is:

\* D. Manages global logistics using real-time geolocation

Geolocation tracking in SAP Transportation Management, particularly via SAP Business Network Global Track & Trace, provides real-time visibility across global logistics networks. This functionality reduces costs and enhances interactions with carriers-especially for perishable goods-by enabling predictive ETAs, milestone awareness, event-triggered alerts, and seamless collaboration with carriers and logistics partners.

The other options (A, B, and C) are not relevant to geolocation tracking in this context.

Which features in SAP IBP assist manufacturers in mitigatintghe impact of sudden demand spikes and maintaining supply chain stability? Note: There are 2 correct answers to this question.

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

Answer: A,B		
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 # 23		
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