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SAP C-BCSBN-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	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	• 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	• 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. CO Integrates maintenance processes
- B. Improves transportation
- C. Automates procurement
- D. Tracks financial performance

Answer: A

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](https://community.sap.com/sap.com).

NEW QUESTION # 28

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. Focus on supplier consolidation for cost reduction
- B. Combine sustainability data with external risk factors
- C. Focus on financial planning with less focus on ecological aspects
- D. Automate carbon reduction in transportation management

Answer: B,D

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 # 29

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. Automates procurement processes to support preliminary plans.
- D. Relies on past sales data without market changes.

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 # 30

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. Focuses on the benefits of local suppliers
- B. Emphasizes digital relationships to foster collaboration
- C. Highlights cost-saving opportunities to meet budget considerations
- D. Raises awareness of visibility issues

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 # 31

How does the visual inspection tool in SAP Digital Manufacturing support defect detection on automotive parts assembly lines?

- A. Focuses on optimizing financial approaches
- B. Uses AI to identify quality issues
- C. Automates procurement processes
- D. Improves logistics detection issues

Answer: B

Explanation:

Solution:

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

* B. Uses AI to identify quality issues

SAP Digital Manufacturing's Visual Inspection tool leverages artificial intelligence to automatically detect defects on automotive parts assembly lines-spotting anomalies, ensuring consistency, and reducing manual inspection errors. It does not handle procurement, logistics, or financial processes.

NEW QUESTION # 32

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