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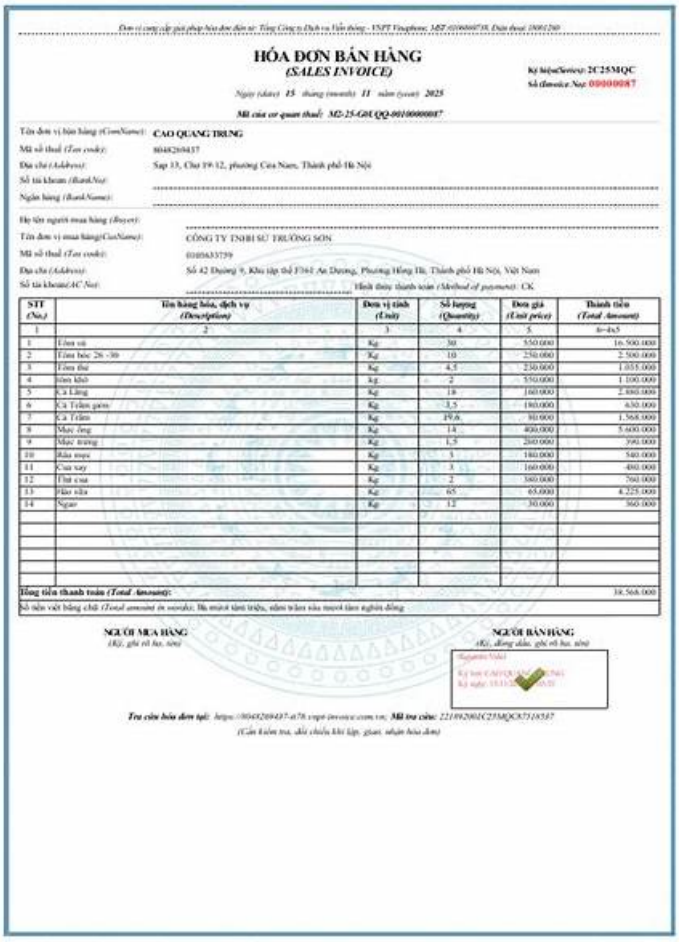

HÓA ĐƠN BÁN HÀNG
(SALES INVOICE)

Kỳ hiệu(Series): 2C25MQC
Số (Invoice No): 00000087

Ngày (date) 15 tháng (month) 11 năm (year) 2025

Mã của cơ quan thuế: M2-25-GUQQ-0010000087

Tên đơn vị bán hàng (CoxName): CAO QUANG TRUNG
Mã số thuế (Tax code): 8048269437
Địa chỉ (Address): Sap 13, Chu 19-12, phường Cửa Nam, Thành phố Hà Nội
Số tài khoản (BankNo):
Ngân hàng (BankName):

Họ tên người mua hàng (Buyer):
Tên đơn vị mua hàng(CoxName): CÔNG TY TNHH SƯ TRƯỜNG SƠN
Mã số thuế (Tax code): 0105633759
Địa chỉ (Address): Số 42 Dương 9, Khu tập thể F361 An Dương, Phường Hồng Hà, Thành phố Hà Nội, Việt Nam
Số tài khoản(AC No): Hình thức thanh toán (Method of payment): CK

STT (No.)	Tên hàng hóa, dịch vụ (Description)	Đơn vị tính (Unit)	Số lượng (Quantity)	Đơn giá (Unit price)	Thành tiền (Total Amount)
1	2	3	4	5	6=4x5
1	Tôm vũ	Kg	30	550.000	16.500.000
2	Tôm bóc 26 -30	Kg	10	250.000	2.500.000
3	Tôm thẻ	Kg	4,5	230.000	1.035.000
4	tôm khô	kg	2	550.000	1.100.000
5	Cá Lăng	Kg	18	160.000	2.880.000
6	Cá Trắm gom	Kg	3,5	180.000	630.000
7	Cá Trắm	Kg	19,6	80.000	1.568.000
8	Mực ống	Kg	14	400.000	5.600.000
9	Mực trứng	Kg	1,5	260.000	390.000
10	Bàu mực	Kg	3	180.000	540.000
11	Cua say	Kg	3	160.000	480.000
12	Thịt cua	Kg	2	380.000	760.000
13	Pâu sữa	Kg	65	65.000	4.225.000
14	Ngao	Kg	12	30.000	360.000
Tổng tiền thanh toán (Total Amount):					38.568.000

Số tiền viết bằng chữ (Total amount in words): Ba mươi tám triệu, năm trăm sáu mươi tám nghìn đồng

NGƯỜI MUA HÀNG
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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	• 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 3	• 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.

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SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q14-Q19):

NEW QUESTION # 14
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 addressing visibility and collaboration
- C. By investigating employee training needs
- D. By studying marketing strategies to improve audience reach

Answer: B

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 # 15
How can Al help deliver the insights and resilience needed to keep your logistics flowing across the globe in Transportation Management?Note: There are 3 correct answe rs to this questio n.

- A. Integration with SAP Manufacturing
- B. Overall process evaluation
- C. Enterprise cancellation risk
- D. Smart scenario planning
- E. Real-time incident reports

Answer: B,D,E

Explanation:

Solution:
Here are the three correct ways SAP Transportation Management (TM) uses AI to deliver insights and resilience:
* A. Overall process evaluation
AI embedded in SAP TM provides comprehensive analysis of freight operations-evaluating performance, bottlenecks, and sustainability metrics-to continuously improve resilience
* D. Smart scenario planning
The system uses constraint-based optimization and "what-if" simulations powered by AI to test alternative routes, capacity allocations, and contingency plans, enabling smarter, faster decision-making training.sap.com.
* E. Real-time incident reports
AI-driven event management monitors transportation in real time-tracking milestones, generating alerts for delays or disruptions, and supporting rapid, proactive responses.
Options B and C are not cited on learning.sap.com in the context of AI use in SAP TM.

NEW QUESTION # 16
What are the benefits of SAP Visual Inspection powered by AI?Note: There are 3 correct answe rs to this Questio n.

- A. Extended inspection duration
- B. Increase production lead time
- C. Mitigate production risks
- D. Increase sustainability
- E. Improve quality

Answer: A

Explanation:
Solution:
The correct benefits of SAP Visual Inspection powered by AI-as listed on learning.sap.com-are:
* Increase sustainability (C): It helps reduce waste and scrap through optimized detection and corrective actions.
* Mitigate production risks (D): By catching defects early, it prevents production issues and downtime
* Improve quality (E): Automating defect detection ensures higher product quality and consistency.
The other options-A (Increase production lead time) and B (Extended inspection duration)-are incorrect, as AI-based inspection aims to shorten lead times and streamline inspections, not prolong them.

NEW QUESTION # 17
Which approaches in SAP Business Suite enhance warehouse efficiency?Note: There are 2 correct answe rs to this questio n.

- A. Integrate closed-loop planning with Al automation
- B. Automation of supplier selection
- C. Implementation of real-time insights
- D. Align forecastiwnigth production cost budgets

Answer: A,C

Explanation:
Solution:
The two methods in SAP Business Suite that enhance warehouse efficiency, as outlined on learning.sap.com, are:
* C. Implementation of real-time insights
The suite enables real-time scenario simulations, AI-driven insights, and visibility into operations and inventory, allowing warehouse managers to react quickly and optimize workflows.
* D. Integrate closed-loop planning with AI automation
Closed-loop planning synchronizes operational changes in real time, maintaining smooth, adaptive warehouse processes. Combined with AI automation, this maximizes resource efficiency and throughput learning.sap.com.

NEW QUESTION # 18
How does SAP Business Suite help supply chain leaders achieve the goal of "Customer Service and Transparency"?

- A. By managing inventory separately from external market data

- B. By providing visibility into supply chain data and leveragingAl
- C. By providing tools for marketing and sales optimization
- D. By automating financial transactions to accelerate processes

Answer: B

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 # 19
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