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SAP C_BCSBN_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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 (Q21-Q26):

NEW QUESTION # 21

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

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

Answer: A

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 # 22

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

Answer: A,C

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 # 23

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

- A. By automating financial transactions to accelerate processes
- B. By providing tools for marketing and sales optimization
- C. By managing inventory separately from external market data
- D. By providing visibility into supply chain data and leveraging AI

Answer: D

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 # 24

What are the benefits of SAP Visual Inspection powered by AI?Note: There are 3 correct answers to this Question.

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

Answer: D

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 # 25

How can the carbon footprint tracking feature within SAP Business Suite assist companies in integrating sustainability into product design and logistics?Note: There are 2 correct answers to this question.

- **A. Connects lifecycle data to make informed eco-conscious decisions**
- B. Reduces overall energy consumption, focusing on internal processes
- **C. Supports the use of environmentally friendly materials**
- D. Focuses on optimizing financial flows while ignoring sustainability parameters

Answer: A,C

Explanation:

Solution:

The two correct answers based on learning.sap.com regarding how the carbon footprint tracking feature within SAP Business Suite supports sustainability in product design and logistics are:

* A. Supports the use of environmentally friendly materials

The feature enables product designers to access carbon footprint data, guiding the selection of lower impact materials at the design stage learning.sap.com

* C. Connects lifecycle data to make informed eco-conscious decisions

It integrates lifecycle and logistics carbon data into decision-making processes, allowing teams to evaluate and optimize sustainability trade-offs across the value chain.

Options B and D are incorrect, as the feature doesn't ignore sustainability parameters nor solely focus on internal energy consumption.

NEW QUESTION # 26

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