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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	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	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 (Q20-Q25):

NEW QUESTION # 20

Which pillars are related to SAP Supply Chain processes from Design to Operate? Note: There are 2 correct Answers to this question.

- A. Synchronized Planning
- **B. Deliver**
- C. Sustainable Operation
- **D. Make**

Answer: B,D

Explanation:

Solution:

The correct answer choices from learning.sap.com for the pillars related to SAP Supply Chain processes from Design to Operate are:

- * A. Deliver
- * C. Make

NEW QUESTION # 21

How can AI help deliver the insights and resilience needed to keep your logistics flowing across the globe in Transportation Management? Note: There are 3 correct answers to this question.

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

Answer: C,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 # 22

How does real-time production orchestration in SAP Digital Manufacturing improve resource utilization within global manufacturing networks?

- **A. Manages production with AI automation in real-time**
- B. Automates procurement
- C. Improves logistics
- D. Aligns financial optimization

Answer: A

Explanation:

The correct answer is:

Solution:

B . Manages production with AI automation in real-time

SAP Digital Manufacturing's real-time Production Orchestration (Resource Orchestration) empowers supervisors to dispatch, schedule, monitor, and automatically balance production on a live basis-responding instantly to events on the shop floor and optimizing resources like labor, equipment, and materials us.io

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Here's how the other options stack up:

* A. Improves logistics - While orchestration connects operations with logistics, its primary purpose is on-floor execution and resource balancing-not optimizing logistics functions directly.

* C. Automates procurement - This relates to supply chain/procurement modules in SAP, not manufacturing execution orchestration.

* D. Aligns financial optimization - Financial alignment comes primarily from ERP integration, not from real-time production orchestration.

So the best fit is option B.

NEW QUESTION # 23

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

Answer: C

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 # 24

What can be enhanced by establishing a consistent, end-to-end process across the entire design-to-operate cycle?Note: There are 3 correct answers to this question.

- **A. Environmentally conscious operations**
- **B. Agile decision-making**
- **C. Functional productivity**
- D. Tactical planning
- E. Delivery routing efficiency

Answer: A,B,C

Explanation:

Solution:

The three correct enhancements, based on content from learning.sap.com, are:

* B. Functional productivity

A consistent end-to-end process streamlines workflows across design, planning, manufacturing, logistics, and operations-boosting overall productivity in every function.

* C. Agile decision-making

This unified approach enables real-time scenario simulations and faster response times, making organizations more agile in adapting to changes.

* E. Environmentally conscious operations

By integrating sustainability into every stage of the value chain-from design to delivery-organizations can align operations with eco-friendly practices.

Option A (Tactical planning) and D (Delivery routing efficiency) are not explicitly highlighted in that context on learning.sap.com

NEW QUESTION # 25

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