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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 (Q12-Q17):

NEW QUESTION # 12

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

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

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 # 13

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

Answer: B

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.

NEW QUESTION # 14

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

Answer: A,B,D

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 # 15

How does SAP EWM enhance the speed of order fulfillment for companies managing high-volume warehouses?

- A. Addresses financial forecasts
- B. Automates vendor relationships
- C. Implements inventory tracking and process automation
- D. Optimizes transportation planning

Answer: C

Explanation:

Solution:

The correct answer from learning.sap.com is:

* B. Implements inventory tracking and process automation

SAP Extended Warehouse Management (EWM) significantly enhances the speed of order fulfillment in high volume warehouses by:

* Implementing real-time inventory tracking down to the handling unit level, ensuring that stock is always visible and accurately located.

* Enabling automated warehouse processes-including inbound receipt, automated putaway, optimized picking waves, staging, and loading-reducing manual errors and accelerating throughput.

Options A, C, and D do not directly relate to order fulfillment speed in the high-volume warehouse context on learning.sap.com.

NEW QUESTION # 16

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. Manual data entry for transactions
- C. Proprietary connectors for data integration
- **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 # 17

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