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Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

Topic 2	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

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## SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q13-Q18):

### NEW QUESTION # 13

How does SAP Business Network's purchase order compliance function automate workflows for global suppliers in retail?

- A. Ensures integration with SAP and non-SAP systems
- B. Simplifies procurement for production with less impact to global processes
- C. Cuts logistics costs by using local vendors
- D. Automates financial transactions with minimal impact to functional procurement processes

**Answer: A**

Explanation:

Solution:

The correct answer from learning.sap.com is:

\* C. Ensures integration with SAP and non-SAP systems

SAP Business Network's purchase order compliance functionality enables automated workflows for global retail suppliers through seamless integration across both SAP and non-SAP systems. This ensures POs, order confirmations, AP documents, and audit rules are consistently streamlined across diverse supplier landscapes learning.sap.com

### NEW QUESTION # 14

How do inventory optimization features in SAP IBP help companies to improve transparency in inventory management?

- A. Simplifies procurement procedures
- B. Integrates third-party systems
- C. Automates financial reporting
- D. Establishes connections between data sources

**Answer: D**

Explanation:

Solution:

The correct answer from learning.sap.com on how inventory optimization in SAP IBP improves transparency in inventory management is:

\* B. Establishes connections between data sources.

SAP IBP enhances transparency by integrating diverse data-real-time ERP figures, forecasting models, supply signals, and external inputs-into a unified planning platform. This centralized visibility ensures stakeholders across the supply chain can make informed, aligned decisions based on real-time inventory insights.

Options A, C, and D are not highlighted in the context of transparency via inventory optimization on learning.sap.com

#### NEW QUESTION # 15

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

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

**Answer: C,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 # 16

How does SAP Business Network support real-time order tracking and dispute resolution in retail?Note: There are 2 correct answers to this question.

- A. Increases operational efficiency through automation of internal financial processes
- B. Simplifies manufacturing processes, strengthening coordination within the company
- C. Allows digital collaboration through connections with trading partners
- D. Provides supply chain visibility for informed decision-making with partners

**Answer: C,D**

Explanation:

Solution:

The two correct answers from learning.sap.com are:

\* A. Allows digital collaboration through connections with trading partners SAP Business Network enables real-time collaboration and document exchange-purchase orders, confirmations, ship notices, invoices-with both SAP and non-SAP suppliers, allowing all parties to interact via a unified platform.

\* C. Provides supply chain visibility for informed decision-making with partners It also integrates with Global Track & Trace to deliver real-time order tracking details-shipment status, ETAs, delays-and supports event-based communications to resolve disputes faster.

Options B and D are not emphasized in learning.sap.com's context for order tracking and dispute resolution in retail.

#### NEW QUESTION # 17

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

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

**Answer: D**

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 # 18

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