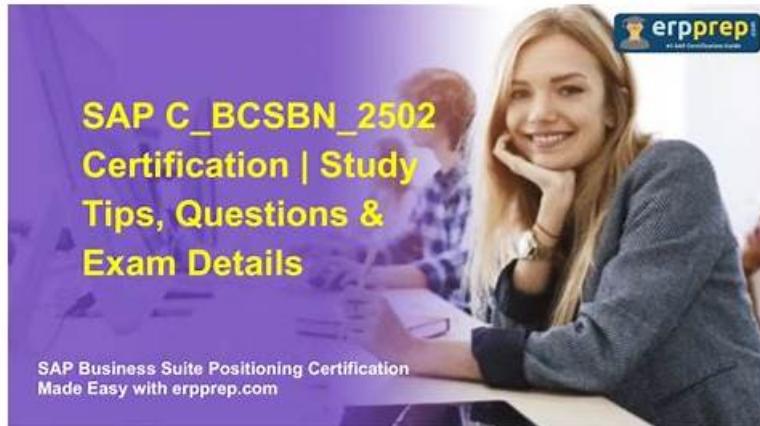


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## SAP C\_BCSBN\_2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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>

Topic 3	<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>
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## **SAP Certified Associate - Positioning SAP Business Suite via SAP Supply Chain Management Solutions Sample Questions (Q18-Q23):**

### **NEW QUESTION # 18**

How does SAP Business Suite enhance "Productivity and Speed" in supply chains using artificial intelligence?

- A. By focusing on integrated financial planning
- B. By proposing optimized SCM processes
- **C. By automating tasks through integration to minimize intervention**
- D. By generating reports for decision-making

**Answer: C**

Explanation:

Solution:

The correct answer from learning.sap.com is:

\* A. By automating tasks through integration to minimize intervention

This is emphasized in the section "Increase Productivity and Speed Through Automation", where SAP Business Suite orchestrates supply chain workflows by tightly integrating planning and execution. This automation eliminates traditional gaps and manual touchpoints, enabling agile, rapid, and precise responses across operations.

### **NEW QUESTION # 19**

How does the demand forecasting module in SAP IBP assist enterprises in handling market changes and organizing supply chain execution effectively?

- A. Relies on past sales data without market changes.
- **B. Creates demand forecasts and coordinates order fulfillment actions,**
- C. Enhances financial planning with limited demand changes.
- D. Automates procurement processes to support preliminary plans.

**Answer: B**

Explanation:

Solution:

The correct answer based on learning.sap.com is:

\* D. Creates demand forecasts and coordinates order fulfillment actions The SAP IBP demand forecasting module doesn't just rely on historical data—it actively generates accurate demand forecasts, and then triggers coordinated execution actions across supply chain processes. This ensures companies can respond dynamically to market changes and align order fulfillment efficiently with anticipated demand.

### **NEW QUESTION # 20**

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 # 21

How does carrier selection functionality in SAP TM optimize freight management in the global logistics network? Note: There are 2 correct answers to this question.

- A. Automates international procurement processes
- B. Improves production planning for transported materials
- C. Focuses on the lowest cost option available
- D. Ensures transparency in transportation processes

**Answer: C,D**

Explanation:

Solution:

The two correct benefits of the carrier selection functionality in SAP TM are:

1. Ensures transparency in transportation processes - The system provides a ranked list of eligible carriers, displaying real carrier rates, availability, and constraints, which promotes clarity in decision making.
2. Focuses on the lowest cost option available - During carrier selection, SAP TM uses optimization algorithms to find the most cost-effective carrier, taking into account constraints such as cost, priority, and equipment capacity.

Therefore, the correct answers are:

- \* A. Focuses on the lowest cost option available
- \* C. Ensures transparency in transportation processes

### NEW QUESTION # 22

Which approaches in SAP Business Suite enhance warehouse efficiency? Note: There are 2 correct answers to this question.

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

**Answer: A,D**

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 # 23

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