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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 (Q25-Q30):

NEW QUESTION # 25

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

Answer: B

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 # 26

Which features in SAP IBP assist manufacturers in mitigating the impact of sudden demand spikes and maintaining supply chain stability? Note: There are 2 correct answers to this question.

- **A. Risk assessment**
- **B. Trend monitoring**
- C. Optimized delivery schedules
- D. Automated supplier contracts

Answer: A,B

Explanation:

Solution:

Based on content from learning.sap.com, the two correct features in SAP IBP that help manufacturers mitigate sudden demand spikes and maintain supply chain stability are:

☐ A. Risk assessment

SAP IBP (especially through the Supply Chain Control Tower) enables systematic risk assessment, real-time alerting, and scenario simulation to identify and mitigate supply chain disruptions.

☐ C. Trend monitoring

Within IBP's demand planning capabilities, tools like time-series analysis and demand sensing help detect trends and anomalies, allowing manufacturers to proactively adjust forecasts and supply plans learning.sap.com.

The other options are not supported by learning.sap.com:

* B. Automated supplier contracts - relates to procurement (e.g., SAP Ariba), not core IBP capabilities.

* D. Optimized delivery schedules - this is part of execution/logistics, not directly a core IBP feature for handling demand spikes.

Therefore, the correct answers are A and C

NEW QUESTION # 27

How does the integration of product lifecycle management with logistics in SAP Transportation Management accelerate the market entry of new consumer products?

- A. Increases production efficiency
- B. Aligns financial planning and resource management
- **C. Connects product development and logistics processes**
- D. Automates procurement

Answer: C

Explanation:

Solution:

The correct answer from learning.sap.com is:

* B. Connects product development and logistics processes

This integration ensures that logistics considerations-such as packaging requirements, transportation planning, and distribution-are aligned directly with product design and development timelines, enabling faster time-to market for new consumer products.

NEW QUESTION # 28

Which technology in SAP Business Suite ensures seamless integration of SCM processes and data harmonization to enhance "Agility and Resiliency"?

- A. Manual data entry for transactions
- **B. Integrating business process data into SCM**
- C. Third-party software for managing SCM processes
- D. Proprietary connectors for data integration

Answer: B

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 # 29

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

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

Answer: A

Explanation:

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

NEW QUESTION # 30

Having a good command of professional knowledge for customers related to this C-BCSBN-2502 exam is of superior condition. However, that is not certain and sure enough to successfully pass this exam. You need efficiency and exam skills as well. Actually, a great majority of exam candidates feel abstracted at this point, wondering which one is the perfect practice material they are looking for. To make things clear, we will instruct you on the traits of our C-BCSBN-2502 real materials one by one. Here we recommend our C-BCSBN-2502 guide question for your reference.

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