

# SAP

## C\_BCSBN\_2601

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# Latest Version: 4.0

1. Micro Skill Drill Exam
2. Unified Scenario Exam

**Topic: 1**  
**Micro Skill Drill Exam**

## Question: 1

An offshore wind maintenance operator is considering SAP Supply Chain Management solutions within a SAP Business Suite discussion. The maintenance director is concerned about unpredictable component failures, limited weather windows for service vessels, supplier lead-time variation, and high uptime expectations. The measurable constraint is that the recommendation must connect SAP capabilities to energy-sector service continuity and asset availability, not present a generic supply chain improvement message.

The account team evaluates four approaches. One starts with offshore maintenance challenges and links them to component planning, supplier coordination, inventory availability, and fulfillment reliability. Another leads with standard planning and procurement improvement. A third focuses mainly on cloud modernization because the CIO sponsors the roadmap. A fourth isolates vessel scheduling because weather-window utilization is the most visible issue.

Which positioning approach best meets the customer's requirement?

Response:

- A. Start with offshore maintenance continuity challenges, then connect SAP capabilities to component planning, supplier coordination, inventory availability, and fulfillment reliability.
- B. Lead with standard planning and procurement improvement because common supply chain practices are easier to explain across stakeholders.
- C. Position cloud modernization as the main message because the CIO's roadmap sponsorship makes architecture direction most important.
- D. Focus only on vessel scheduling because weather-window utilization is the most visible operational issue.

**Answer: A**

Explanation:

Feedback:

This recommendation satisfies the customer requirement by starting with industry-specific offshore maintenance challenges and mapping SAP supply chain capabilities to relevant business outcomes. It connects component planning, supplier coordination, inventory availability, and fulfillment reliability to service continuity and asset availability.

## Question: 2

A bicycle parts manufacturer is preparing a make-to-stock walkthrough for a customer exploring SAP Supply Chain Management solutions. The customer wants to see demand forecasting, MRP-driven production, procurement collaboration, in-house manufacturing, quality inspection, inventory availability, transportation planning, fulfillment, and billing as one connected flow. The measurable constraint is that the walkthrough must prove customer promise readiness through both available stock and executable fulfillment steps.

During rehearsal, the team shows demand forecasting, supplier coordination, production completion, quality release, and available finished goods. The proposed story then jumps directly to billing readiness. The customer's logistics sponsor questions whether transportation planning and fulfillment confirmation have been demonstrated before financial completion is positioned. The advisor must correct the flow without repeating earlier planning evidence.

What is the best corrective recommendation for the walkthrough?

Response:

- A. Keep the flow unchanged because quality-released finished goods are sufficient evidence for billing readiness.
- B. Add transportation planning and fulfillment confirmation after available stock is shown and before billing readiness is positioned.
- C. Return to demand forecasting and MRP planning because billing readiness depends primarily on accurate upstream planning.
- D. Replace the walkthrough with a logistics-only scenario because transportation planning is the missing evidence.

**Answer: B**

Explanation:

Feedback:

This recommendation satisfies the validation constraint by restoring the missing downstream execution evidence. It shows that available inventory can move through transportation planning and fulfillment confirmation before billing readiness is positioned.

### Question: 3

A household appliance manufacturer is preparing a make-to-stock demonstration for a customer exploring SAP Supply Chain Management solutions. The customer wants to see demand forecasting, MRP-driven production, procurement collaboration, in-house manufacturing, quality inspection, inventory availability, transportation planning, fulfillment, and billing as one connected business flow. The measurable constraint is that the demo must prove continuity between planning decisions and downstream customer fulfillment.

During rehearsal, the presales team shows demand forecast changes, planned production orders, and supplier collaboration, then moves quickly to a summary slide about customer service improvement. The operations sponsor challenges the flow because the demonstration does not show how manufacturing output becomes available inventory, how logistics planning supports fulfillment, or how completion evidence leads toward billing readiness.

What is the best recommendation to correct the demonstration?

Response:

- A. Keep the summary slide because customer service improvement is the business result executives need to understand.
- B. Add a separate finance discussion after production planning so billing readiness can be addressed without extending the operational flow.
- C. Replace the make-to-stock walkthrough with a supplier-collaboration scenario because procurement evidence is easier to validate.
- D. Extend the demonstration from production output through quality, inventory availability, transportation planning, fulfillment evidence, and billing readiness.

**Answer: D**

Explanation:

Feedback:

This recommendation satisfies the customer's validation constraint by restoring the downstream evidence chain. It shows how planning decisions move through manufacturing, quality, inventory, logistics, fulfillment, and financial readiness as one connected business flow.

### Question: 4

A regional specialty adhesives manufacturer is preparing an executive value workshop for SAP Supply Chain Management solutions. Customer forecast swings, chemical supplier reliability, reactor scheduling, curing-time constraints, quality-release timing, inventory availability, and distributor delivery reliability are currently reviewed as separate operational issues. The COO wants one business value story that explains how these dependencies affect order promise accuracy, working-capital exposure, production utilization, waste reduction, and customer retention before individual SAP capabilities are compared.

Several approaches appear plausible. One focuses on reactor scheduling because it creates visible utilization pressure and daily escalation. Another leads with the SAP Business Suite modernization roadmap because executives already approved a multi-year transformation direction. A third delays value-driver mapping until every facility provides detailed baseline metrics across planning, supply, production, quality, inventory, and delivery. A fourth maps demand planning, supplier response, production readiness, curing and quality release, inventory availability, and delivery reliability to shared executive value drivers. The measurable constraint is that the current workshop must produce a decision-ready value narrative while still supporting long-term modernization.

Which approach best supports the executive value workshop?

Response:

- A. Focus on reactor scheduling first because it creates visible daily escalation and has a direct utilization impact for executives.
- B. Lead with the modernization roadmap because the SAP Business Suite direction should frame the discussion before supply chain value drivers are analyzed.
- C. Delay value-driver mapping until every facility provides detailed baseline metrics for planning, supply, production, quality, inventory, and delivery.
- D. Map demand planning, supplier response, production readiness, curing and quality release, inventory availability, and delivery reliability to promise accuracy, capital exposure, utilization, waste reduction, and retention.

**Answer: D**

Explanation:

Feedback:

This recommendation satisfies the workshop objective by connecting the full dependency path to shared business outcomes. It gives executives a decision-ready value narrative before individual SAP solution capabilities are compared while still fitting the broader modernization context.

### Question: 5

A regional emergency equipment distributor is evaluating SAP Supply Chain Management solutions after demand spikes, supplier delays, and transport bottlenecks repeatedly affected urgent customer orders. The operations VP wants SAP Business AI positioned as part of the SAP Business Suite roadmap, but the finance sponsor requires the first phase to show measurable decision-support value within the current planning process. The sponsor also cautions against implying that exception resolution will be fully automated.

Two messages are viable. One presents AI as the future autonomous supply chain operating model across planning, sourcing, logistics, and customer commitment. Another proposes AI-supported exception prioritization that helps planners evaluate demand urgency, supplier confirmation risk, and transport capacity before customer promises are adjusted. The long-term objective is resilience, but first-phase approval depends on a credible use case that supports human decision ownership.

Which advisory response best balances AI-first positioning with the customer's approval constraint?  
Response:

- A. Present AI as the future autonomous operating model so executives understand the full transformation ambition before approving any first-phase use case.
- B. Avoid AI positioning until demand allocation, supplier confirmation, and transport planning processes are standardized across all regions.
- C. Position AI-supported exception prioritization as a first-phase decision-support use case for demand urgency, supplier risk, and transport-capacity conflicts.
- D. Propose an independent AI proof of concept outside the SAP Business Suite roadmap so value can be shown without affecting the current planning process.

**Answer: C**

Explanation:

Feedback:

This recommendation satisfies the approval constraint by grounding AI in practical exception prioritization while preserving human decision ownership. It links AI-supported insight to demand urgency, supplier confirmation risk, and transport capacity within the SAP Business Suite roadmap.

### Question: 6

A regional agricultural irrigation equipment company is evaluating SAP Supply Chain Management solutions while moving from locally managed planning spreadsheets and depot-specific supplier coordination toward a SAP Business Suite roadmap. Seasonal demand planning, component supplier

collaboration, assembly capacity, depot stock availability, and dealer delivery commitments are currently managed through separate regional practices. The COO wants a coherent suite-aligned direction, but the operations sponsor warns that replacing every local process in the first phase would disrupt seasonal delivery commitments.

Two modernization strategies are under review. One recommends immediate process harmonization across all regions so the portfolio message is easier to govern. Another positions SAP Supply Chain Management as the common business direction while sequencing adoption by seasonal risk, process maturity, and dealer-impact level. A third view suggests waiting until all regional teams finish their local improvements. The measurable constraint is that the executive briefing must reduce fragmentation while preserving delivery continuity during the transition.

Which recommendation best satisfies the portfolio-positioning and modernization constraint?

Response:

- A. Position SAP Supply Chain Management as the common suite-aligned direction while sequencing adoption by seasonal risk, process maturity, and dealer-impact level.
- B. Standardize all regional planning, supplier coordination, assembly, and depot stock processes immediately so the portfolio message is easier to govern.
- C. Allow each region to finish its local improvement roadmap before introducing the SAP Business Suite direction.
- D. Focus first on depot stock availability because dealer delivery commitments are the most visible seasonal business issue.

**Answer: A**

Explanation:

Feedback:

This recommendation satisfies the customer's constraint by establishing a coherent SAP Business Suite direction while allowing adoption to follow seasonal risk, maturity, and dealer-impact priorities. It reduces fragmentation over time without creating first-phase disruption to seasonal delivery commitments.

## Question: 7

An industrial gases distributor is reviewing SAP Supply Chain Management solutions to improve response to changing customer demand, cylinder return variability, and regional capacity constraints. The operations VP wants SAP Business AI included in the proposal, but the finance sponsor sets a measurable constraint: the first phase must show practical decision-support value without implying that dispatching and replenishment decisions will be fully automated.

Two messages are proposed. One presents AI as a future autonomous supply chain operating model across all planning and distribution decisions. Another positions AI-supported exception prioritization for demand changes, refill risks, and distribution capacity conflicts within the SAP Business Suite roadmap. The long-term objective is resilience and incremental modernization, but approval depends on a realistic first-phase value case.

Which advisory response best fits the customer's AI positioning requirement?

Response:

- A. Avoid AI positioning until refill, dispatching, and replenishment processes are standardized across all regional sites.
- B. Present AI broadly as the future operating model so executives understand the full autonomous supply chain ambition.
- C. Treat AI as a standalone innovation pilot outside the SAP Business Suite roadmap to reduce approval complexity.
- D. Position AI-supported exception prioritization as a first-phase decision-support use case for demand changes, refill risk, and capacity conflicts.

**Answer: D**

Explanation:

Feedback:

This recommendation satisfies the customer requirement by grounding AI positioning in practical exception prioritization. It links AI-supported insight to demand, refill, and distribution capacity decisions while keeping the first phase realistic and aligned with the SAP Business Suite roadmap.

### Question: 8

A regional office furniture services company is evaluating SAP Supply Chain Management solutions after combining product sales, refurbishment, installation, and recurring maintenance services. Each service stream has different planning routines, supplier coordination practices, parts replenishment rules, and customer commitment processes. The COO wants a proposal that reduces fragmentation, but the operations sponsor warns that immediate standardization across all streams would disrupt active installation and maintenance commitments.

Two strategies are under review. One recommends standardizing all service streams first so the portfolio message becomes simpler and more governable. Another positions SAP Supply Chain Management as a common suite-aligned direction while phasing adoption by process maturity, service priority, and customer-impact level. A third view suggests allowing each stream to continue its local roadmap until operational gaps are resolved. The measurable constraint is that the executive briefing must show a coherent SAP Business Suite direction while preserving near-term service continuity.

Which recommendation best balances suite coherence with phased modernization?

Response:

- A. Standardize all planning, supplier coordination, replenishment, and customer commitment processes before positioning the SAP supply chain portfolio.
- B. Position SAP Supply Chain Management as a common suite-aligned direction while phasing adoption by process maturity, service priority, and customer-impact level.
- C. Allow each service stream to continue its local roadmap until all operational gaps are resolved, then introduce SAP Business Suite positioning later.
- D. Focus first on installation scheduling because it is the most visible customer-facing issue and can justify the broader portfolio later.

**Answer: B**

Explanation:

Feedback:

This recommendation satisfies both constraints by establishing a coherent SAP Business Suite direction while allowing adoption to follow maturity, service priority, and customer-impact weighting. It reduces fragmentation over time without forcing a disruptive first-phase standardization across different service streams.

## Question: 9

A small appliance accessories manufacturer is preparing a make-to-stock walkthrough for a customer exploring SAP Supply Chain Management solutions. The customer wants to see demand forecasting, MRP-driven production, procurement collaboration, in-house manufacturing, quality inspection, inventory availability, transportation planning, fulfillment, and billing as one connected flow. The measurable constraint is that the walkthrough must prove that released inventory becomes executable customer fulfillment before billing readiness is positioned.

During rehearsal, the team shows demand forecasting, supplier coordination, production completion, quality release, and available inventory. It then moves directly to a billing readiness summary. The logistics sponsor asks whether transportation planning and fulfillment confirmation were validated after stock became available. The advisor must correct the flow without repeating upstream planning and production evidence.

What is the best corrective recommendation for the walkthrough?

Response:

- A. Keep the flow unchanged because quality-released available inventory is sufficient evidence for billing readiness.
- B. Add transportation planning and fulfillment confirmation after available inventory is shown and before billing readiness is positioned.
- C. Return to demand forecasting and MRP planning because billing readiness depends primarily on accurate upstream planning.
- D. Replace the walkthrough with a logistics-only scenario because transportation planning is the missing evidence.

**Answer: B**

Explanation:

Feedback:

This recommendation satisfies the validation constraint by restoring the missing downstream execution evidence. It shows that available inventory can move through transportation planning and fulfillment confirmation before billing readiness is positioned.

## Question: 10

A renewable energy equipment manufacturer is evaluating SAP Supply Chain Management solutions as part of a SAP Business Suite modernization discussion. The COO wants better coordination across component sourcing, production planning, field delivery commitments, and service-part availability. The measurable constraint is that the first proposal must show why specialized supply chain capabilities should be positioned together rather than as separate departmental tools.

One recommendation suggests presenting individual solution strengths to sourcing, manufacturing, and logistics leaders in separate sessions. Another recommends explaining how SAP's supply chain portfolio supports a connected business-suite narrative, where planning, supplier coordination, execution visibility, and customer commitment build cumulative value. The customer wants phased adoption, but the long-term architecture direction must remain clear enough for executive approval.

Which recommendation best supports the customer's portfolio-positioning objective?

Response:

- A. Present each specialized capability separately so every department can evaluate its own improvement opportunity before the suite story is introduced.
- B. Position SAP Supply Chain Management within SAP Business Suite by connecting specialized capabilities to shared planning, sourcing, execution, and commitment outcomes.
- C. Focus only on the manufacturing planning issue because it is the strongest operational pain point and can create the fastest proposal acceptance.
- D. Recommend a single uniform supply chain message for all departments so the executive team sees a simpler modernization path.

**Answer: B**

Explanation:

Feedback:

This recommendation satisfies the customer objective by connecting specialized supply chain capabilities to shared business outcomes within SAP Business Suite. It supports phased adoption while preserving a clear long-term architecture direction for executive approval.

**Topic: 2**

**Unified Scenario Exam**

## Question: 11

### **CHALLENGE 1 — Executive Value Framing Across Seasonal Planning**

Lunara's COO asks for a concise executive message before the next seasonal cycle. The CFO warns that the recommendation should not become a long product overview.

Which advisory response best addresses the executive value framing expectation?

Response:

- A. Lead with the full SAP SCM portfolio, then ask each stakeholder to identify which products are most relevant to their region.
- B. Frame the seasonal planning challenge around availability, delay exposure, and markdown reduction, then connect those outcomes to an integrated SAP SCM direction.
- C. Recommend a planning-only pilot because it is the fastest way to show analytics value without involving supplier or sustainability stakeholders.
- D. Position SAP Business AI as the main executive theme because innovation messaging will create faster leadership interest.

**Answer: B**

Explanation:

Feedback:

B is correct because it starts with measurable business outcomes that matter to the COO and CFO before positioning SAP capabilities. It also preserves the suite-first direction without turning the discussion into a product catalog.

## Question: 12

### CHALLENGE 1 — Executive Value Framing Across Seasonal Planning

The regional planning directors define success as better forecast responsiveness, while the CFO wants a clear value case. The advisor needs to avoid both technical detail overload and vague transformation language.

What should the advisor prioritize in the recommendation?

Response:

- A. Explain how connected planning and execution context can improve availability decisions and reduce financial exposure during seasonal peaks.
- B. Describe all available SAP Supply Chain Management components so regional leaders can compare them independently.
- C. Focus on sustainability reporting first because it creates a governance-backed business case for the entire transformation.
- D. Recommend postponing the executive value story until after a technical fit assessment confirms the exact solution scope.

**Answer: A**

Explanation:

Feedback:

A is correct because it connects the planning concern to executive outcomes and keeps the recommendation business-facing. It supports decision-making without requiring deep technical explanation.

## Question: 13

### CHALLENGE 2 — Supplier Collaboration Positioning With Network Value

Procurement leadership suggests presenting supplier collaboration as a quick improvement to supplier communication. The COO wants a stronger message about resilience and fulfillment reliability.

Which recommendation best handles this positioning choice?

Response:

- A. Keep supplier collaboration separate from planning so the procurement team can own the pilot independently.
- B. Present SAP Business Network only as a supplier onboarding tool to keep the message simple for executives.
- C. Connect supplier readiness and capacity visibility to planning, production coordination, and fulfillment reliability through network-based collaboration.

D. Defer supplier collaboration until after planning stabilization because external partner participation adds avoidable rollout complexity.

**Answer: C**

Explanation:

Feedback:

C is correct because it positions supplier collaboration as part of Lunara's end-to-end operating model. It connects Business Network value to resilience and fulfillment outcomes instead of limiting it to communication.

## Question: 14

### **CHALLENGE 2 — Supplier Collaboration Positioning With Network Value**

The customer is considering a pilot. One option is limited to internal planning analytics, while another includes selected supplier collaboration touchpoints with SAP Business Network.

Which choice best reflects the scenario constraints?

Response:

- A. Select the internal planning-only pilot because it has the lowest coordination effort and avoids partner governance concerns.
- B. Select a supplier-only pilot because network participation will automatically prove the full SAP Business Suite value.
- C. Recommend a phased pilot that keeps scope manageable while showing how supplier collaboration supports planning and fulfillment outcomes.
- D. Recommend delaying all pilots until every regional supplier agrees to participate in a single global rollout.

**Answer: C**

Explanation:

Feedback:

C is correct because it balances explainable pilot scope with the need to show broader network value. It avoids both overexpansion and a pilot too narrow to demonstrate end-to-end value.

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