

# C\_BCSCX\_2502 New APP Simulations, C\_BCSCX\_2502 Dump Collection



## SAP C\_BCSCX\_2502

SAP Certified Associate - Positioning SAP Business Suite via  
SAP Customer Experience Solutions

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

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Understanding the SAP Customer Experience Portfolio: This subtopic assesses the Presales Consultant's ability to grasp the structure and components of the SAP Customer Experience (CX) portfolio. It involves recognizing the key solution areas—commerce, customer data, marketing, sales, and service and understanding how they form a unified offering aimed at enhancing customer relationships.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Articulating Value and Business Outcomes: This subtopic evaluates the Consultant's skill in communicating the overall value of the SAP Customer Experience portfolio. It includes the ability to demonstrate how the integrated solutions lead to stronger customer engagement and ultimately support the achievement of key business outcomes.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Integration Across CX Solutions: This part focuses on how the various SAP CX solutions work together as an integrated system. It examines the Presales Consultant's understanding of how integration among commerce, customer data, marketing, sales, and service solutions enhances consistency, efficiency, and personalization across customer interactions.</li> </ul>

## SAP Certified - Positioning SAP Business Suite via SAP Customer Experience Solutions Sample Questions (Q23-Q28):

### NEW QUESTION # 23

Which of the following are steps in the a typical Lead to Cash journey?

Note: There are 3 correct answers to this question.

- A. Source to Pay
- **B. Quote to Order**
- C. Hire to Retire
- **D. Lead to Opportunity**
- **E. Opportunity to Quote**

**Answer: B,D,E**

### NEW QUESTION # 24

Which SAP Customer Experience solution helps accelerate sales cycles and boost conversion rates by leveraging a powerful deal prediction engine?

- A. SAP Customer Data Platform
- B. SAP Emarsys
- **C. SAP Sales Cloud Version 2**
- D. SAP Customer Data Cloud

**Answer: C**

### NEW QUESTION # 25

Your customer is looking for a solution that can be used on a mobile device to execute a guided selling process.

Which SAP Customer Experience solution would you recommend?

- A. SAP Customer Data Platform

- B. SAP Commerce Cloud
- C. SAP Emarsys
- **D. SAP Sales Cloud Version 2**

**Answer: D**

#### NEW QUESTION # 26

What are some of the features of SAP Commerce Cloud?

Note: There are 3 correct answers to this question.

- **A. Checkout and payment modules**
- B. Customer credit scoring
- **C. Delivery of an e-commerce platform**
- D. Management of opportunities
- **E. Support end-to-end e-commerce processes**

**Answer: A,C,E**

#### NEW QUESTION # 27

What are some of the actions you can perform using SAP Emarsys?

Note: There are 2 correct answers to this question.

- **A. Generate product recommendations**
- B. Create quotation versions
- **C. Deliver personalized content**
- D. Route sales orders

**Answer: A,C**

#### NEW QUESTION # 28

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