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SAP C-BCSCX-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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.
Topic 2	<ul style="list-style-type: none">• 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.
Topic 3	<ul style="list-style-type: none">• 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.

SAP Certified - Positioning SAP Business Suite via SAP Customer Experience Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13

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

Note: There are 2 correct answers to this question.

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

Answer: A,D

NEW QUESTION # 14

What does Clean Core mean in relation to SAP Customer Experience?

- A. It is a strategy to retain an existing installed base of solutions.
- B. It is a strategy to aid in cleaning legacy data for the purposes of data migration.
- C. It is a strategy to keep existing solutions in the target system environment by prioritizing.
- D. It is a strategy to minimize modifications, and to run with cloud-compliant extensions and customizations.

Answer: D

NEW QUESTION # 15

Which of the following KPIs are success metrics for the Chief Revenue Officer (CRO) persona?

Note: There are 3 correct answers to this question.

- A. Innovate and stay ahead
- B. Increased profitability
- C. Lower customer acquisition costs
- D. Optimize buying lifecycle
- E. Improved customer satisfaction and retention

Answer: B,C,D

NEW QUESTION # 16

Which of the following are capabilities of SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Agent Desktop
- B. Forecasting and Pipeline Management
- C. Intelligent Lead Score
- D. Guided Selling
- E. Case Management

Answer: B,C,D

NEW QUESTION # 17

Which SAP solutions help to drive profitable growth by pairing SAP Customer Experience and SAP Business Technology Platform?

Note: There are 3 correct answers to this question.

- A. SAP Analytics Cloud
- B. SAP Successfactors

- C. SAP Customer Data Cloud
- D. SAP Cloud ALM

Answer: A,C,D

NEW QUESTION # 18

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