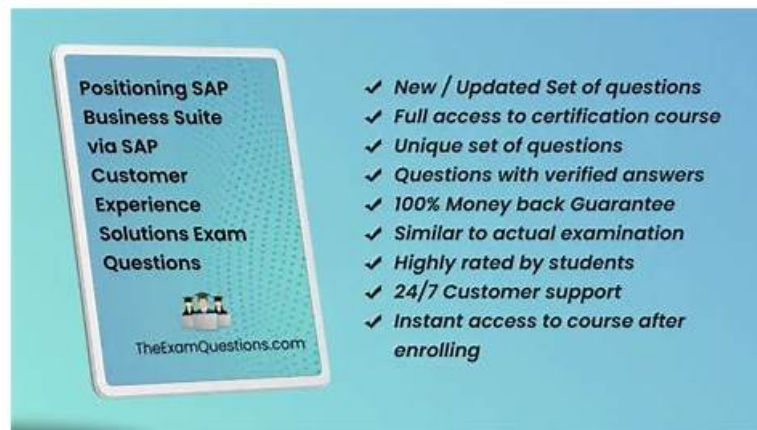


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## SAP Certified - Positioning SAP Business Suite via SAP Customer Experience Solutions Sample Questions (Q10-Q15):

### NEW QUESTION # 10

Which of the following actions can you perform in SAP Customer Data Cloud?

- A. You can record all master data (customer, products, organization) in a central database.
- **B. You can analyze customer preferences for communication.**
- C. You can manage customer segments.
- D. You can migrate data using the Data Workbench.

**Answer: B**

#### NEW QUESTION # 11

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

Note: There are 3 correct answers to this question.

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

**Answer: A,D,E**

#### NEW QUESTION # 12

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

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

**Answer: C**

#### NEW QUESTION # 13

How does SAP Service Cloud version 2 help organizations achieve their customer experience targets?

- A. By executing marketing campaigns for product service
- B. By connecting and delivering data from the value chain and process flow
- C. By focusing on back-end service operations
- D. By providing a dedicated self-service experience as a forecast

**Answer: B**

#### NEW QUESTION # 14

What can companies who unlock the SAP Customer Experience value potential with Clean Core expect?

Note: There are 3 correct answers to this question.

- A. Complex and costly upgrades from custom extensions
- B. Data quality and consistency challenges
- C. Better process execution through improved data quality
- D. Efficient operations of IT security and efficiency
- E. Rapid, continuous innovation by running the latest software version

**Answer: C,D,E**

#### NEW QUESTION # 15

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