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

Topic	Details
Topic 1	<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>
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>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>

## SAP Certified - Positioning SAP Business Suite via SAP Customer Experience Solutions Sample Questions (Q21-Q26):

### NEW QUESTION # 21

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

Note: There are 3 correct answers to this question.

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

Answer: A,C,E

### NEW QUESTION # 22

In what ways can SAP CX AI toolkit optimize businesses?

Note: There are 3 correct answers to this question.

- A. By integrating with non-SAP systems
- B. By generating engaging content for banners, social media posts, and blog posts
- C. By automatically generating and managing product attributes from existing descriptions
- D. By providing visual search options to transform the shopping experience for customers
- E. By supporting edge computing scenarios

Answer: B,C,D

### NEW QUESTION # 23

What are some of the features of SAP Commerce Cloud?

Note: There are 3 correct answers to this question.

- A. Delivery of an e-commerce platform

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

Answer: A,D,E

#### NEW QUESTION # 24

Which feature is available in SAP Commerce Cloud?

- A. Bounce management for new prospects
- B. Case processing with registered products
- **C. Product catalog**
- D. Management for intercompany sales processes

Answer: C

#### NEW QUESTION # 25

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

Answer: A,D,E

#### NEW QUESTION # 26

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