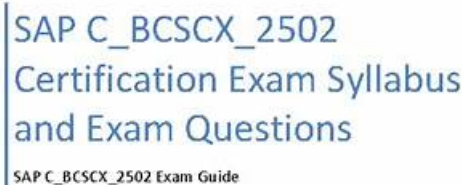


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The SAP C-BCSCX-2502 Certification Guide provides a comprehensive overview of the Positioning SAP Business Suite via SAP Customer Experience Solutions exam. This document covers key exam details, including structure, syllabus, passing criteria, and recommended preparation resources. Additionally, it includes a set of sample questions with answers to help candidates familiarize themselves with the exam format. By using this guide, SAP professionals can effectively prepare for the certification, enhance their expertise in SAP Customer Experience solutions, and achieve a high score in the final exam.

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

NEW QUESTION # 13

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

Answer: C

NEW QUESTION # 14

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

Answer: B,C,E

NEW QUESTION # 15

What are the challenges faced by a Chief Revenue Officer (CRO) persona?

Note: There are 3 correct answers to this question.

- **A. Cross-functional alignment**
- **B. Organization design**
- **C. Talent development**
- D. Absence of agile technology development
- E. Data privacy and management

Answer: A,B,C

NEW QUESTION # 16

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

Answer: D

NEW QUESTION # 17

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

- A. SAP Customer Data Cloud
- B. SAP Emarsys

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

Answer: C

NEW QUESTION # 18

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