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SAP
C_S4PPM_2021 Certified Application Associate - SAP S/4HANA Portfolio and Project Management



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SAP C-BCSCX-2502 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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.
Topic 3	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.

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

NEW QUESTION # 21

Which part of SAP BTP can be positioned with SAP Customer Experience when customers want to combine data from many sources and build models?

- A. SAP Business AI
- **B. SAP Datasphere**
- C. SAP Customer Data Cloud
- D. SAP Workzone

Answer: B

NEW QUESTION # 22

What are some of the aspects that help differentiate SAP Customer Experience solutions in the market?

Note: There are 3 correct answers to this question.

- A. Providing expertise in purchase processes
- **B. Providing industry expertise**
- **C. Including integration capabilities**
- **D. Offering scalability and flexibility**

Answer: B,C,D

NEW QUESTION # 23

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

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

Answer: A

NEW QUESTION # 24

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. Generate product recommendations
- C. Create quotation versions
- D. Route sales orders

Answer: A,B

NEW QUESTION # 25

Which feature is available in SAP Commerce Cloud?

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

Answer: B

NEW QUESTION # 26

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