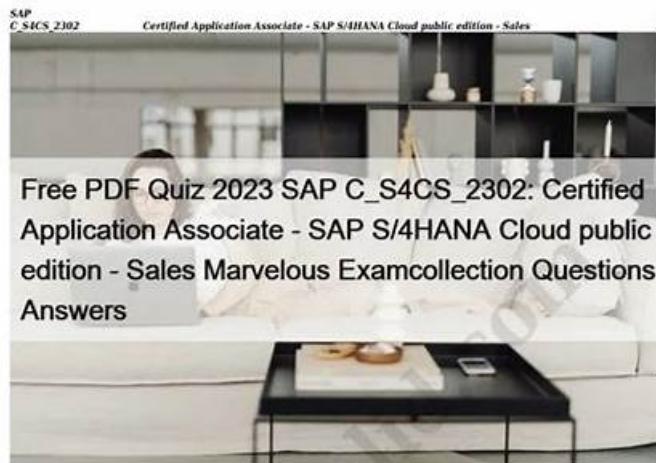


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Topic	Details
Topic 1	<ul style="list-style-type: none">Integration Across CX Solutions: This part focuses on how the various SAP CX solutions work together as an integrated system. It examines the Presales Consultant's understanding of how integration among commerce, customer data, marketing, sales, and service solutions enhances consistency, efficiency, and personalization across customer interactions.

Topic 2	<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.
Topic 3	<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.

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SAP Certified - Positioning SAP Business Suite via SAP Customer Experience Solutions Sample Questions (Q24-Q29):

NEW QUESTION # 24

What are some of the benefits of an integration between SAP Customer Experience and SAP ERP?

Note: There are 3 correct answers to this question

- A. Integration between SAP CX and SAP ERP is out-of-the-box
- B. Integration is GDPR compliant
- C. Integration monitoring needs to be centralized
- D. Integration caters for error handling and monitoring
- E. Integration value mapping needs to be maintained

Answer: A,D,E

NEW QUESTION # 25

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

Answer: A,B,C

NEW QUESTION # 26

Which solution can be used to analyze a real-time 360 view of the customer?

- A. SAP Customer Data Platform
- B. Customer Identity Access Management (CIAM) for Business-to-Consumer (B2C)

- C. Enterprise Consent and Preference Management
- D. Customer Identity Access Management (CIAM) for Business-to-Business (B2B)

Answer: A

NEW QUESTION # 27

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 Successfactors
- B. SAP Analytics Cloud
- C. SAP Customer Data Cloud
- D. SAP Cloud ALM

Answer: B,C,D

NEW QUESTION # 28

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

Note: There are 3 correct answers to this question.

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

Answer: A,B,C

NEW QUESTION # 29

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