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SAP Certified - Positioning SAP Business Suite via SAP Customer Experience

Solutions Sample Questions (Q31-Q36):

NEW QUESTION # 31

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. Talent development
- C. Absence of agile technology development
- D. Organization design
- E. Data privacy and management

Answer: A,B,D

NEW QUESTION # 32

Which of the following are some of the benefits of using SAP Business Technology Platform with SAP Customer Experience?

Note: There are 3 correct answers to this question.

- A. SAP Build can be used to create custom apps.
- B. SAP Integration Suite is available to integrate applications.
- C. Business process analysis is available out-of-the-box.
- D. SAP Cloud ALM tools and accelerators can be used to help jumpstart a customer implementation.
- E. AI capabilities empower sales & marketing analysts to accelerate decisions.

Answer: A,B,E

NEW QUESTION # 33

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. Innovate and stay ahead
- C. Optimize buying lifecycle
- D. Lower customer acquisition costs
- E. Increased profitability

Answer: C,D,E

NEW QUESTION # 34

Which of the following are associated with SAP Sales Cloud Version 2?

Note: There are 2 correct answers to this question.

- A. Coupon campaigns
- B. Opportunities
- C. Service orders
- D. Pricing conditions

Answer: C,D

NEW QUESTION # 35

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

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

- D. SAP Emarsys

Answer: A

NEW QUESTION # 36

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