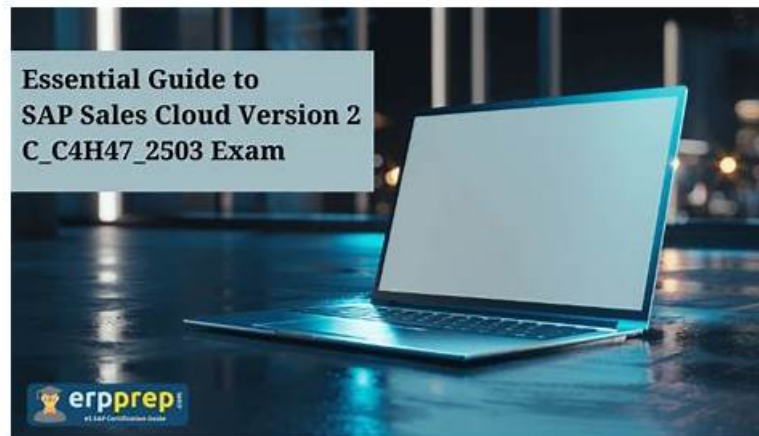# C_C4H47_2503 Latest Test Labs & C_C4H47_2503 Test Cram Review

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• Leads and Opportunity Management: This section of the exam measures the skills of a Sales Executive and evaluates knowledge of working with leads and opportunities. It also includes using the pipeline and forecast tracker to monitor and manage sales performance throughout the sales cycle.
Topic 2	• Master Data: This section of the exam measures the skills of a Data Steward and focuses on maintaining critical customer and product-related master data. It includes managing accounts, individual customers, contacts, products, registered products, and pricing elements within SAP Sales Cloud.
Topic 3	• SAP Sales Cloud Version 2 in App and Side-by-Side Extensibility: This section of the exam measures the skills of a Technical Consultant and explores how to customize and extend SAP Sales Cloud Version 2. It includes both in-app extensibility and side-by-side development options for enhancing functionality while maintaining system stability.
Topic 4	• Set-up of Sales-Specific Capabilities: This section of the exam measures the skills of a Sales Operations Specialist and covers configuring essential sales features such as leads, opportunities, pipeline management, forecasting, activities, and integration with tools like Microsoft Teams and email. It focuses on tailoring sales processes for productivity and visibility.
Topic 5	• General, Company, Users, and Control Settings: This section of the exam measures the skills of a System Administrator and focuses on how to manage foundational system settings. It includes setting up employees, users, authorizations, business roles, and the organizational structure to control access and processes efficiently.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q63-Q68):

NEW QUESTION # 63
Which of the following are key enhancements of Lead Management in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Insights that predict the likelihood of a Lead getting converted.
- B. Optimized details page showcasing all of the relevant information in an easy-to-consume format.
- C. Interactive list view with elements like quick filters and KPI graphs.
- D. Ability to manage accounts with Guided Selling.
- E. Ability to identify the right Leads, working through the sales cycle across various phases.

Answer: A,B,E

NEW QUESTION # 64
Which of the following are valid Functions that can be assigned to Organizational Units?
Note: There are 3 correct answers to this question.

- A. Distribution Channel
- B. Sales Organization
- C. Division
- D. Sales Office
- E. Company

Answer: B,D,E

NEW QUESTION # 65
As a Sales Manager, you want to create a Playbook for Leads and Opportunities.
How can the activities and actions for Playbooks be grouped?
Note: There are 2 correct answers to this question.

- A. Sales Phases for Leads
- B. Sales Phases for Opportunities
- C. Status for Opportunities
- D. Status for Leads

Answer: B,D

NEW QUESTION # 66
You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- A. Product Classification
- B. Product Variants

- C. Product Groups
- D. Units of Measure
- E. Number Range

Answer: C,D,E

NEW QUESTION # 67

Best Run Bikes would like to apply their own Branding theme and background images to SAP Sales Cloud Version 2.
As an Administrator, which settings can you apply to address this request?
Note: There are 2 correct answers to this question.

- A. Home Page
- B. Branding
- C. Custom Layout
- D. Personalization

Answer: A,C,D

NEW QUESTION # 68

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