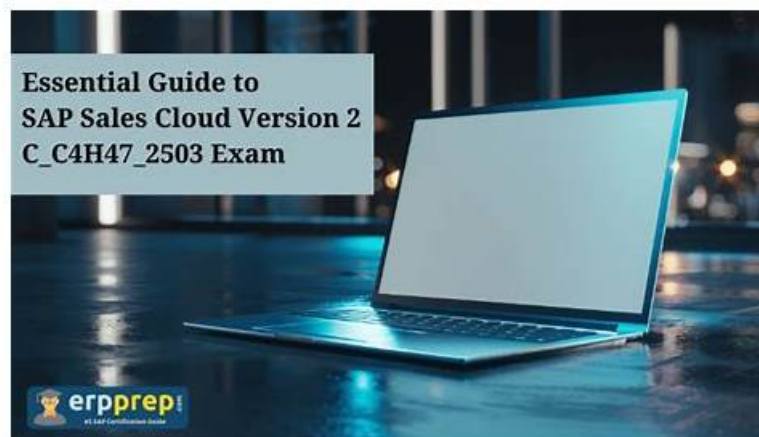# TestValid Offers Accurate and Accessible SAP C_C4H47_2503 Exam Questions

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C_C4H47_2503 practice materials are typically seen as the tools of reviving, practicing and remembering necessary exam questions for the exam, spending much time on them you may improve the chance of winning. However, our C_C4H47_2503 training materials can offer better condition than traditional practice materials and can be used effectively. We treat it as our major responsibility to offer help so our C_C4H47_2503 Practice Guide can provide so much help, the most typical one is their efficiency.

SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• Machine Learning and Gen AI: This section of the exam measures the skills of an Innovation Consultant and explores how SAP Sales Cloud Version 2 utilizes machine learning and generative AI. These technologies are used to automate tasks, gain insights, and enhance the intelligence of sales processes.
Topic 2	• Playbook, Digital Selling Workspace, and Guided Selling: This section of the exam measures the skills of a Digital Sales Manager and focuses on features that support structured selling. It includes working with the Playbook, using the Digital Selling Workspace, and applying Guided Selling techniques to drive better customer engagement and sales outcomes.
Topic 3	• 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 4	• 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 5	• Scenario: Best Run Bikes: This section of the exam measures the skills of a Solution Architect and includes scenario-based questions from several key topics such as digital selling, guided selling, extensibility, master data, and system settings. It simulates real-world challenges to test a deep understanding of how the solution is applied in practice.
Topic 6	• Introduction to SAP Sales Cloud Version 2: This section of the exam measures the skills of a CRM Consultant and covers a high-level overview of SAP Sales Cloud Version 2. It includes an introduction to its main capabilities, supported business scenarios, and integration options. Understanding the platform's purpose and role in customer relationship management is key here.

Topic 7	• 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 8	• 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.

>> C_C4H47_2503 Test Answers <<

C_C4H47_2503 Exam Material - Exam C_C4H47_2503 Sample

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q54-Q59):

NEW QUESTION # 54
Which of the following features can be used to create scripts for Call Lists?

- A. Phone Call
- B. Task
- C. Survey
- D. Playbook

Answer: D

NEW QUESTION # 55
As an Administrator, you want to configure a new Sales Order document type for your organization which can be created and replicated to SAP S/4HANA, and you can also receive updates from SAP S/4HANA to SAP Sales Cloud Version 2. Which Maintenance Mode do you need to configure for the new Sales Order document type?

- A. Internal & External
- B. Internal
- C. External
- D. Internal Pricing

Answer: A

NEW QUESTION # 56
Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- A. Extending standard delivered applications
- B. Enhancing the code baseline without modifying the standard
- C. Adding custom fields on existing entities
- D. Embedding custom modules created in SAP Build App

Answer: B

NEW QUESTION # 57

What are Playbooks for Leads and Opportunities?

- A. A new Low Code tool available in SAP Sales Cloud Version 2
- B. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- C. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle
- D. An autoflow tailored to Sales Managers and Sales Representatives

Answer: C

NEW QUESTION # 58

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Add new fields from the list of available fields in Opportunity Header
- B. Define fields that you want to see in the product add/edit form
- C. Rearrange fields using drag-and-drop feature
- D. Configure Opportunity type
- E. Configure Opportunity status

Answer: A,B,C

NEW QUESTION # 59

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