

Latest C-C4H47-2503 Test Fee | C-C4H47-2503 Latest Learning Materials



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To help candidates overcome this challenge, Prep4sures offers authentic, accurate, and genuine SAP C-C4H47-2503 PDF Dumps. When preparing for the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C-C4H47-2503) certification exam, candidates need not worry about their preparation notes or the format of the C-C4H47-2503 Exam because Prep4sures offers updated SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C-C4H47-2503) practice test material.

SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none">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 4	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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.
Topic 6	<ul style="list-style-type: none"> • Activities Management: This section of the exam measures the skills of a Sales Support Specialist and focuses on managing tasks and calls. It includes features such as call lists and task management to help users stay on top of daily sales activities and follow-ups.
Topic 7	<ul style="list-style-type: none"> • 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 8	<ul style="list-style-type: none"> • 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 9	<ul style="list-style-type: none"> • Mobile App: This section of the exam measures the skills of a Field Sales Representative and covers the use of the SAP Sales Cloud Version 2 Mobile App. It includes setup and a review of available capabilities, supporting productivity on the go.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q12-Q17):

NEW QUESTION # 12

As an Administrator, which of the following can be configured for displaying the Guided Selling Score?

Note: There are 2 correct answers to this question.

- A. Opportunity Score
- B. Lead Score
- C. Probability
- D. Sales Phases

Answer: A,B

NEW QUESTION # 13

As an Administrator, which of the following Interaction filters can be displayed as part of Customer Insights for Accounts? Note: There are 3 correct answers to this question.

- A. Hugrank
- B. Chats
- C. Phone Calls
- D. Trend Analytics
- E. Emails

Answer: B,C,E

NEW QUESTION # 14

As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant?

Note: There are 3 correct answers to this question.

- A. Accounts
- B. Leads
- C. Target Groups
- D. Contacts
- E. Opportunities

Answer: B,C,D

NEW QUESTION # 15

As a Sales Representative, you are using Kanban view in Guided Selling.

When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a blue check mark beside the Opportunity.
- B. When there is a red check mark beside the Opportunity.
- C. When there is a yellow check mark beside the Opportunity.
- D. When there is a green check mark beside the Opportunity.

Answer: D

NEW QUESTION # 16

Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. Profanity Check
- B. Business Text Intelligence
- C. Machine Translation
- D. NLP Classification

Answer: D

NEW QUESTION # 17

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