

更新的C_C4H47_2503熱門考題和資格考試領導者和最新的C_C4H47_2503: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2



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SAP C_C4H47_2503 考試大綱：

主題	簡介
主題 1	• 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.
主題 2	• 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.
主題 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.
主題 4	• 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.

主題 5	• 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.
主題 6	• 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.
主題 7	• 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.
主題 8	• 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.
主題 9	• 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熱門考題 <<

SAP C_C4H47_2503認證資料 & C_C4H47_2503真題材料

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最新的 SAP Certified Associate C_C4H47_2503 免費考試真題 (Q17-Q22):

問題 #17

What extension tool would be used to achieve this?

- A. Create a Mashup
- B. Apply a Validation Rule
- C. Apply a Webhook
- D. Create an Extension Field

答案：A

問題 #18

As an SAP Sales Cloud Version 2 Administrator, which of the following configurations can be done for Leads?

Note: There are 2 correct answers to this question.

- A. Maintain Probability
- B. Create and manage custom Statuses
- C. Maintain Routing Rules
- D. Create and manage Forecast Categories

答案：B,C

問題 #19

What prerequisites are required when creating a new Business User? Note: There are 2 correct answers to this question.

- A. A unique Email ID belonging to the Business User
- B. The security policy has to be assigned
- C. The Organizational Structure has to exist
- D. The Employee has to exist

答案: A,D

問題 #20

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

答案: A,C,D

問題 #21

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

答案: A,D

問題 #22

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