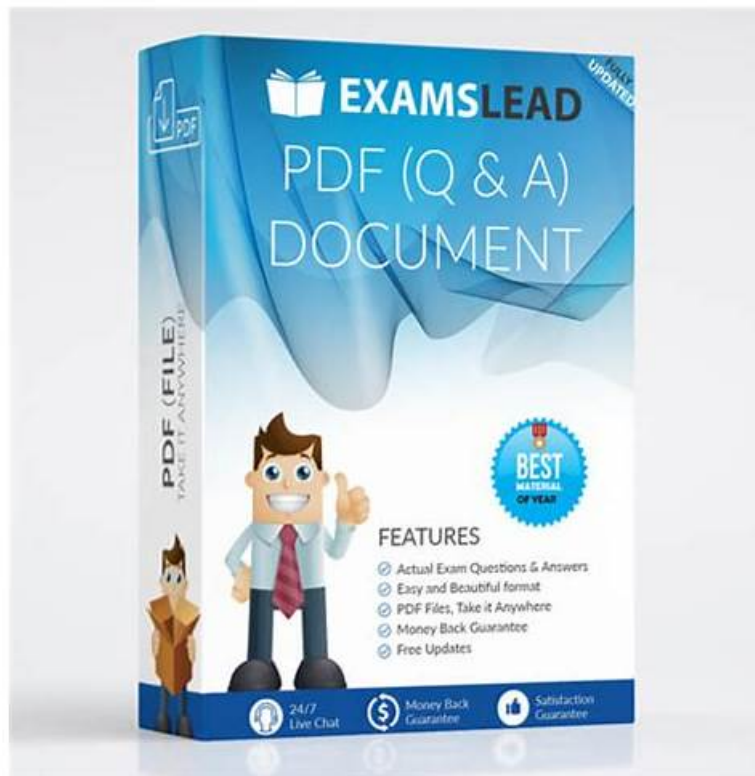# C-C4H47-2503 Dumps PDF & PDF C-C4H47-2503 VCE

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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 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.

Topic 5	• 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 6	• 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 7	• 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 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q64-Q69):

NEW QUESTION # 64
When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.
- B. There must be a lead training model that has been trained and in active status.
- C. There must be dynamic and static factors created by the administrator.
- D. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.

Answer: D

NEW QUESTION # 65
As an Administrator, you are asked to change user interface texts for some standard applications. Which tool would you use to configure the texts?

- A. Branding
- B. SAP Build App
- C. Language Adaptation
- D. UI Adaptation

Answer: C

NEW QUESTION # 66

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers to this question.

- A. Status
- B. Priority
- C. Teams Meeting
- D. Duration
- E. Category

Answer: A,D,E

NEW QUESTION # 67

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

Answer: A,B

NEW QUESTION # 68

What feature can you use for increasing the level of login protection for end user passwords?

- A. Identity Provider
- B. Business Role
- C. Security Policy
- D. Content Security Policy

Answer: A

NEW QUESTION # 69

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