

Quiz C-C4H47-2503 - High-quality SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Dumps Collection



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<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 6	<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 7	<ul style="list-style-type: none"> 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 8	<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.
Topic 9	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q70-Q75):

NEW QUESTION # 70

In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Pipeline Management and Forecasting
- B. Forecast Tracker
- C. Sales Quotes
- D. Opportunities**

Answer: D

NEW QUESTION # 71

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure Sales Quote Approval for Cyclo Clothing
- B. Configure a new Document Type for Cyclo Clothing**
- C. Configure Leads Intelligence for Cyclo Clothing
- D. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing**

Answer: B,D

NEW QUESTION # 72

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Quotation
- B. Opportunity
- C. Business text
- D. Lead

Answer: B

NEW QUESTION # 73

Which are valid cards to be added to SAP Sales Cloud Version 2 Home Page?

Note: There are 3 correct answers to this question.

- A. My Network
- B. Video Feed
- C. Pins
- D. Forecast Tracker
- E. Learning Content

Answer: A,C,D

NEW QUESTION # 74

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

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

Answer: D

NEW QUESTION # 75

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