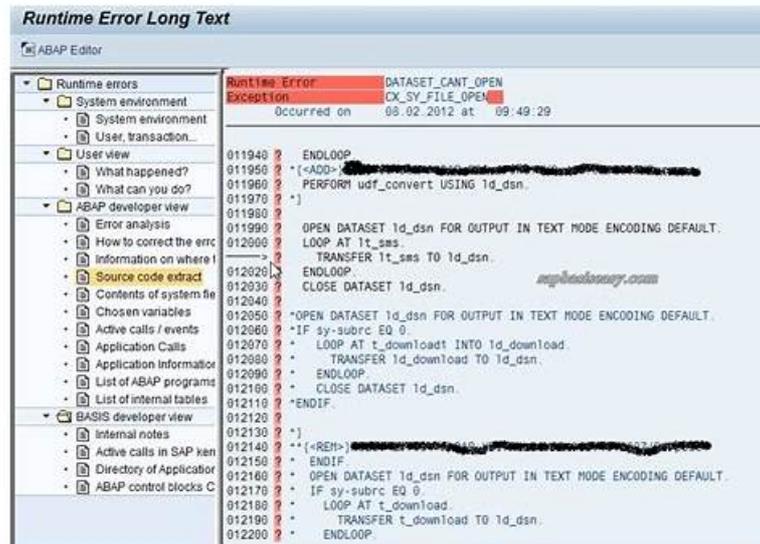# Valid Dumps SAP C-C4H47-2503 Sheet, Dump C-C4H47-2503 Check

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q16-Q21):

NEW QUESTION # 16
You want to assign Leads that originate from source 'External Partner' to a sales employee.
Which setting do you use to achieve this?

- A. Lead Routing to Employee
- B. Qualifications
- C. Party Schema
- D. Status

Answer: A

NEW QUESTION # 17
What are the key features of Guided Selling worklist?
Note: There are 3 correct answers to this question.

- A. Overview
- B. KPI cards
- C. Timeline
- D. Advanced filter
- E. Kanban view

Answer: A,D,E

NEW QUESTION # 18
What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

- A. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.
- B. Any newly created Accounts will automatically have Leads created based on the Playbook.
- C. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.
- D. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.

Answer: D

NEW QUESTION # 19
You have been asked to configure a new pricing procedure for Opportunities and would like to create a determination rule for using it. Which data can be used when creating a pricing determination rule?
Note: There are 3 correct answers to this question.

- A. Document Type
- B. Sales Organization
- C. Sales Unit
- D. Product
- E. Division

Answer: A,B,E

NEW QUESTION # 20
Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2?
Note: There are 2 correct answers to this question.

- A. Account
- B. Individual Customer
- C. Group
- D. Contact

Answer: A,D

Explanation:
Topic 1, Scenario - Best Run Bikes
Scenario - Best Run Bikes
est Run Bikes designs and manufactures icycles, components, and apparel. After cquiring Cyclo Clothing, they launched a new ales division. Previously managing customers a spreadsheets, the VP of Sales now seeks etter visibility into customers, the sales pipeline, nd structured processes to shorten sales ycles. You are part of the project team mplementing SAP Sales Cloud Version 2 and ou have been asked to address some specific usiness requirements as listed below:

*Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.
*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.
*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.
*Improve Sales efficiency of the different sales methodologies for
*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.
*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.
*Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.
*Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.
*Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

NEW QUESTION # 21

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