

시험패스가능한C-C4H47-2503완벽한공부문제최신버전덤프샘플문제다운받기



참고: ITDumpsKR에서 Google Drive로 공유하는 무료, 최신 C-C4H47-2503 시험 문제집이 있습니다:
<https://drive.google.com/open?id=1eHAc1YrF4KNWubjYPLg0JJoH0iK29oj3>

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>> C-C4H47-2503완벽한 공부문제 <<

C-C4H47-2503최고덤프문제, C-C4H47-2503시험대비 덤프 최신 샘플문제

우리ITDumpsKR가 제공하는 최신, 최고의SAP C-C4H47-2503시험관련 자료를 선택함으로 여러분은 이미 시험패스 성공이라고 보실수 있습니다.

SAP C-C4H47-2503 시험요강:

주제	소개
주제 1	<ul style="list-style-type: none"> 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.
주제 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.
주제 3	<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.
주제 4	<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.
주제 5	<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.
주제 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.
주제 7	<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.
주제 8	<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.
주제 9	<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.
주제 10	<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.

최신 SAP Certified Associate C-C4H47-2503 무료샘플문제 (Q35-Q40):

질문 # 35

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. Individual Customer
- B. Contact
- C. Group

- D. Account

정답: B,D

설명:

Topic 1, Scenario - Best Run Bikes

Scenario - Best Run Bikes

Best Run Bikes designs and manufactures bicycles, components, and apparel. After acquiring Cyclo Clothing, they launched a new sales division. Previously managing customers a spreadsheets, the VP of Sales now seeks better visibility into customers, the sales pipeline, and structured processes to shorten sales cycles. You are part of the project team implementing SAP Sales Cloud Version 2 and you have been asked to address some specific business 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.

질문 # 36

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Rearrange fields using drag-and-drop feature
- B. Configure Opportunity status
- C. Configure Opportunity type
- D. Add new fields from the list of available fields in Opportunity Header
- E. Define fields that you want to see in the product add/edit form

정답: A,D,E

질문 # 37

Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- A. Extending standard delivered applications
- B. Enhancing the code baseline without modifying the standard
- C. Adding custom fields on existing entities
- D. Embedding custom modules created in SAP Build App

정답: B

질문 # 38

What are the key features of Guided Selling worklist?

Note: There are 3 correct answers to this question.

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

정답: A,D,E

질문 # 39

Which component does the system use as a search strategy to find valid condition records during pricing?

- A. Condition Type
- B. Access Sequence
- C. Pricing Procedure
- D. Condition Technique

정답: B,C

질문 # 40

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C-C4H47-2503최고덤프문제: <https://www.itdumpskr.com/C-C4H47-2503-exam.html>

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