

Unparalleled C-C4H47-2503 Mock Exams Covers the Entire Syllabus of C-C4H47-2503



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Before we start develop a new C-C4H47-2503 study materials, we will prepare a lot of materials. After all, we must ensure that all the questions and answers of the C-C4H47-2503 study materials are completely correct. First of all, we have collected all relevant reference books. Most of the C-C4H47-2503 Study Materials are written by the famous experts in the field. They are widely read and accepted by people. Through careful adaption and reorganization, all knowledge will be integrated in our C-C4H47-2503 study materials.

SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 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.
Topic 4	<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 5	<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.
Topic 6	<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 7	<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 8	<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 9	<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 10	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q15-Q20):

NEW QUESTION # 15

As a Sales Manager, you have created multiple Playbooks for Opportunities based on existing Account IDs and Expected Revenue. Where would you find the Playbooks applied for the newly created Opportunity?

- A. Timeline
- B. Progress bar
- C. Kanban view
- D. **Planned Activities**

Answer: D

NEW QUESTION # 16

As an Administrator, you want to configure Email Draft Recommendation for your organization.

Which of the following steps would you perform?

Note: There are 3 correct answers to this question.

- A. Activate Email Drafter
- B. Configure Prompts
- C. Select Required Entities
- D. Activate Business Objectives
- E. Select Business Objectives

Answer: A,D,E

NEW QUESTION # 17

When transferring and maintaining Account data for Best Run Bikes and Cyclo Clothing, which of the following administrative actions can you perform?

Note: There are 3 correct answers to this question.

- A. Merge similar Accounts
- B. Maintain Individual Customers
- C. Upload Accounts using the Data Import Tool
- D. Download Accounts using the Data Export Tool
- E. Configure Customer Insights

Answer: A,C,D

NEW QUESTION # 18

An Administrator has configured email channels for Sales Representatives to access when they are working directly in sales documents. What should the Sales Representatives expect when sending emails from the Lead email channel?

- A. Sales representatives can also access the General email channel.
- B. Sales representatives can also access the Opportunity email channel.
- C. Sales representatives should request access to use the Lead email channel.
- D. Sales representatives will not have access to the General email channel.

Answer: A

NEW QUESTION # 19

What are Playbooks for Leads and Opportunities?

- A. An autoflow tailored to Sales Managers and Sales Representatives
- B. A new Low Code tool available in SAP Sales Cloud Version 2
- C. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- D. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle

Answer: D

NEW QUESTION # 20

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