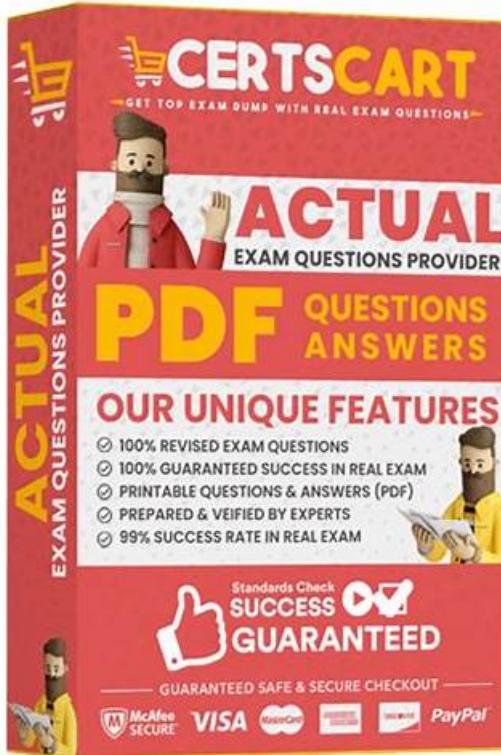# C_C4H47_2503 Examinations Actual Questions & C_C4H47_2503 Latest Test Questions

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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 6	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q43-Q48):

NEW QUESTION # 43
As an Administrator, where can you find documentation about available APIs that could be leveraged for integrating SAP Sales Cloud Version 2 with other SAP applications?

- A. SAP Platform Integration
- B. SAP Business Accelerator Hub
- C. SAP Discovery Center
- D. SAP API Business Transformation Hub

Answer: B

NEW QUESTION # 44
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. Download Accounts using the Data Export Tool
- B. Merge similar Accounts
- C. Configure Customer Insights
- D. Maintain Individual Customers
- E. Upload Accounts using the Data Import Tool

Answer: A,B,E

NEW QUESTION # 45

What is the main differentiator between Validation and Determination rules?

- A. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions
- B. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions
- C. Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions
- D. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions

Answer: C

NEW QUESTION # 46

When configuring Appointments, which categories are provided as system defaults and cannot be deleted? Note: There are 2 correct answers to this question.

- A. Meeting
- B. Task
- C. Inbound Phone Call
- D. Outbound Phone Call

Answer: A,D

NEW QUESTION # 47

As an Administrator, you need to create a new server connection in order to configure and use Relationship Intelligence with Office 365 mail server. What parameters must be registered in the Microsoft Azure Portal?
Note: There are 3 correct answers to this question.

- A. Server Communication Arrangement
- B. Certificate Token
- C. Server Tenant ID
- D. Certificate File
- E. Certificate Key

Answer: C,D,E

NEW QUESTION # 48

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