

選擇新版C-C4H47-2503題庫上線表示您已通過SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2指日可待



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SAP C-C4H47-2503 考試大綱：

主題	簡介
主題 1	• 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.
主題 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.
主題 3	• 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.
主題 4	• 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.

主題 5	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.
主題 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.
主題 7	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.
主題 8	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.

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最新的 SAP Certified Associate C-C4H47-2503 免費考試真題 (Q69-Q74):

問題 #69

What are Playbooks for Leads and Opportunities?

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

答案: B

問題 #70

You have to pitch the major differentiators of SAP Sales Cloud Version 2 compared to the previous version. Which of the following would you describe as top advantages?

Note: There are 3 correct answers to this question.

- **A. Modern platform that delivers higher speeds, higher availability, and higher agility**
- B. Free access to SAP expert guidance
- C. Direct access to the back end for faster issue resolution
- **D. Fresh new User Experience with dynamic layouts and faster screen loading**
- **E. Monthly releases that will help fill gaps faster**

答案: A,D,E

問題 #71

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 Discovery Center
- C. SAP API Business Transformation Hub
- **D. SAP Business Accelerator Hub**

答案: D

問題 #72

As a Sales Manager, you want to create a Playbook for Opportunities.

Which of the following activity types can you create?

Note: There are 3 correct answers to this question.

- A. Update Field
- **B. Survey**
- C. Call List
- **D. Appointment**
- **E. Email**

答案: B,D,E

問題 #73

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

答案: B

問題 #74

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