

C_C4H47_2503 Questions of the Highest Quality - Unlock Your Success



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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q28-Q33):

NEW QUESTION # 28

As a Sales Manager for Best Run Bikes, you want to standardize a set of activities performed for various sales phases of the Opportunity.

Which SAP Sales Cloud Version 2 feature will help you achieve this?

- A. Machine Learning
- B. Activity Manager

- C. Playbook
- D. Digital Selling Workspace

Answer: C

NEW QUESTION # 29

What Administrator feature involves tracking and reviewing email communications?

- A. Email Monitoring
- B. Email Analyzer
- C. Activity Manager
- D. Activity Monitoring

Answer: A

NEW QUESTION # 30

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

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

Answer: D

NEW QUESTION # 31

As an Administrator for mobile app, which of the following can you configure for Visits?

Note: There are 3 correct answers to this question.

- A. Visit Type
- B. Visit Routes
- C. Visit KPI
- D. Visit quick filters on list page
- E. Visit Header fields

Answer: A,D,E

NEW QUESTION # 32

As an Administrator, you want to configure a new Sales Order document type for your organization which can be created and replicated to SAP S/4HANA, and you can also receive updates from SAP S/4HANA to SAP Sales Cloud Version 2.

Which Maintenance Mode do you need to configure for the new Sales Order document type?

- A. Internal
- B. Internal & External
- C. Internal Pricing
- D. External

Answer: B

NEW QUESTION # 33

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