

100% Pass Quiz SAP - Fantastic C-C4H47-2503 - Exam Dumps SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Provider



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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">• 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 3	<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 4	<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 5	<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 6	<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.
Topic 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.
Topic 8	<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 9	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q63-Q68):

NEW QUESTION # 63

Which of the following are the standard out-of-the-box Forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Expected
- B. Forecasted
- C. Committed**
- D. Best Case**
- E. Pipeline**

Answer: C,D,E

NEW QUESTION # 64

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers

to this question.

- A. Teams Meeting
- B. Status
- C. Category
- D. Duration
- E. Priority

Answer: B,C,D

NEW QUESTION # 65

What is the main differentiator between Validation and Determination rules?

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

NEW QUESTION # 66

Which GenAI (Generative AI) capabilities are available in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Account Synopsis
- B. Lead Intelligence
- C. Lead Booster
- D. Product Recommendation
- E. Survey Trend Summary

Answer: A,B,E

NEW QUESTION # 67

As an Administrator, you are asked to change user interface texts for some standard applications. Which tool would you use to configure the texts?

- A. SAP Build App
- B. UI Adaptation
- C. Language Adaptation
- D. Branding

Answer: C

NEW QUESTION # 68

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