

Test C-C4H47-2503 Questions Vce | C-C4H47-2503 Key Concepts



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
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"> • 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 5	<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 6	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q66-Q71):

NEW QUESTION # 66

When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be a lead training model that has been trained and in active status.
- B. There must be dynamic and static factors created by the administrator.
- C. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.
- **D. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.**

Answer: D

NEW QUESTION # 67

As an Administrator, you want to configure the card colors in the calendar for Appointments.

Based on which of the following parameters can this be achieved?

Note: There are 2 correct answers to this question.

- A. Status
- B. Subject
- **C. Category**
- **D. Priority**

Answer: C,D

NEW QUESTION # 68

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 Opportunity email channel.
- C. Sales representatives can also access the General email channel.
- D. Sales representatives will not have access to the General email channel.

Answer: C

NEW QUESTION # 69

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure Leads Intelligence for Cyclo Clothing
- B. Configure Sales Quote Approval for Cyclo Clothing
- C. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing
- D. Configure a new Document Type for Cyclo Clothing

Answer: C,D

NEW QUESTION # 70

What feature can you use for increasing the level of login protection for end user passwords?

- A. Content Security Policy
- B. Security Policy
- C. Business Role
- D. Identity Provider

Answer: D

NEW QUESTION # 71

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