

Pass Guaranteed C-C4H47-2503 - SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Updated Pass4sure Dumps Pdf



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">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 4	<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 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"> • 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 7	<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 (Q47-Q52):

NEW QUESTION # 47

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online. What type of product would you use for this scenario?

- A. Entitlement product
- B. Service product
- C. Registered product
- D. Finished product

Answer: A

NEW QUESTION # 48

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Lead
- B. Opportunity
- C. Business text
- D. Quotation

Answer: B

NEW QUESTION # 49

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

Answer: A,B,E

NEW QUESTION # 50

What feature of SAP Sales Cloud Version 2 provides Sales Representative with predictive insights?

- A. Customer Insights
- B. Machine Learning
- C. Dynamic Playbook
- D. Guided Selling

Answer: B

NEW QUESTION # 51

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. Playbook
- B. Digital Selling Workspace
- C. Machine Learning
- D. Activity Manager

Answer: A

NEW QUESTION # 52

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