

C_C4H47_2503 Relevant Answers - Vce C_C4H47_2503 Files



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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">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 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"> 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 6	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q50-Q55):

NEW QUESTION # 50

A new group of Business Users have to be created and granted read only access to sales entities, such as Leads, Opportunities and Sales Quotes for a specific Sales Area.

As an Administrator, which sequence of steps must be performed?

- A. Create the Business Users
- B. Create the Employees
- C. Create the Employees**
- D. Create the Business Users

Answer: C

NEW QUESTION # 51

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

Answer: A,B,E

NEW QUESTION # 52

As a Sales Manager, you have created multiple Playbooks for Opportunities based on existing Account IDs and Expected Revenue. Where would you find the Playbooks applied for the newly created Opportunity?

- A. Kanban view
- B. Timeline

- C. Progress bar
- D. Planned Activities

Answer: D

NEW QUESTION # 53

Best Run Bikes generates some of their Leads based on social media posts. They want to track the Leads that were generated from social media.

- A. As an Administrator, which configuration would you use to achieve this?
- B. Create a new Source for social media.
- C. Create a new Party Schema for Leads.
- D. Create a new Qualification for Leads.
- E. Create a new custom Status for social media.

Answer: C

NEW QUESTION # 54

Which offering provides access to SAP Sales Cloud Version 2?

- A. GROW with SAP package add-ons
- B. SAP Business Technology Platform
- C. GROW with SAP
- D. RISE with SAP

Answer: A

NEW QUESTION # 55

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