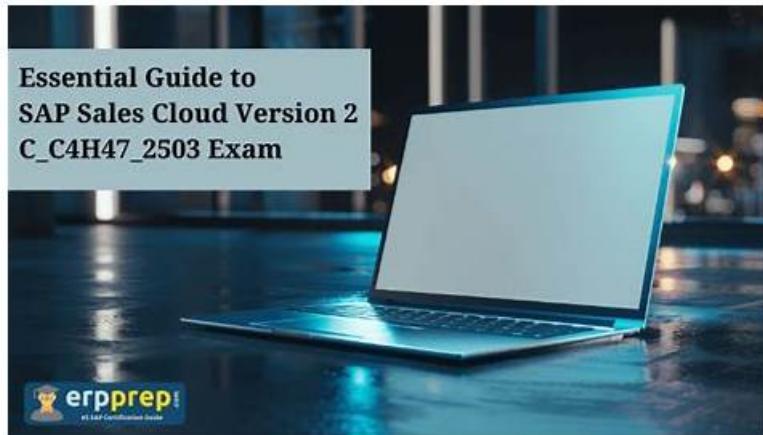


# Top C\_C4H47\_2503 Practice Exam Pdf Pass Certify | Valid Positive C\_C4H47\_2503 Feedback: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2



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## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>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.</li> </ul>

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Three formats of our study material are SAP C\_C4H47\_2503 PDF Questions, Desktop Practice Test Software, and a Web-Based Practice Exam. We understand that the learning style of every SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C\_C4H47\_2503) exam applicant is different. Therefore, we offer three formats of C\_C4H47\_2503 Practice Test material. Now every SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C\_C4H47\_2503) exam candidate can prepare as per his style by selecting the suitable format.

## **SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q17-Q22):**

### **NEW QUESTION # 17**

Which steps would you take to create a Call List so it can be executed and monitored via the Digital Selling Workspace?

- A. Create Call List
- B. Define Key Objectives of Call List
- C. Define Key Objectives of Call List
- D. Create Call List**

**Answer: D**

### **NEW QUESTION # 18**

In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Opportunities**
- B. Sales Quotes
- C. Forecast Tracker
- D. Pipeline Management and Forecasting

**Answer: A**

### **NEW QUESTION # 19**

What is the difference between Pre Hook and Post Hook rules?

- A. Pre Hook is valid only with Determination Rules; Post Hook is valid only with Validation Rules.
- B. Pre Hook prevents users from making changes to the default value; Post Hook does not prevent it.**
- C. Post Hook determines read and write access; Pre Hook determines read access only.
- D. Pre Hook allows users to make changes to the default value; Post Hook does not allow it.

**Answer: B**

## NEW QUESTION # 20

You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- A. Product Groups
- B. Product Classification
- C. Number Range
- D. Product Variants
- E. Units of Measure

**Answer: A,C,E**

## NEW QUESTION # 21

Sales Managers at Best Run Bikes and Cyclo Clothing now require all Sales Representatives to schedule a meeting for the contract negotiation with the customer while qualifying an Opportunity when the deal size is more than 200,000 US How will you achieve this using Playbook?

Note: There are 2 correct answers to this question.

- A. Configure a rule for Expected Value
- B. Configure a rule for Negotiated Value
- C. Configure a mandatory Activity of type Appointment for the relevant Sales Phase
- D. Configure an Activity of type Appointment for the relevant Sales Phase

**Answer: A,C**

## NEW QUESTION # 22

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