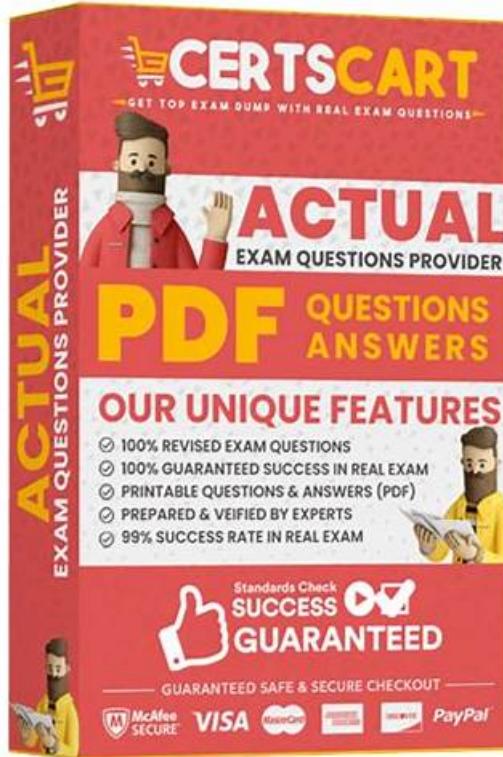# Actual C_C4H47_2503 Exam Questions - C_C4H47_2503 Free Demo & C_C4H47_2503 Valid Torrent

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 3	• 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 4	• 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	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q34-Q39):

NEW QUESTION # 34
What extension tool would be used to achieve this?

- A. Apply a Webhook
- B. Apply a Validation Rule
- C. Create a Mashup
- D. Create an Extension Field

Answer: C

NEW QUESTION # 35
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 # 36
As a Sales Manager, you want to create a Playbook for Opportunities.
Which of the following activity types can you create?
Note: There are 3 correct answers to this question.

- A. Call List
- B. Email
- C. Survey
- D. Update Field
- E. Appointment

Answer: B,C,E

NEW QUESTION # 37

When performing mobile administration, what setting should an Administrator configure in order to change the arrangement of fields that should appear in every contact card on the Contacts page?

- A. Header
- B. Tabs
- C. Create
- D. List

Answer: D

NEW QUESTION # 38

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. Post Hook determines read and write access; Pre Hook determines read access only.
- C. Pre Hook prevents users from making changes to the default value; Post Hook does not prevent it.
- D. Pre Hook allows users to make changes to the default value; Post Hook does not allow it.

Answer: C

NEW QUESTION # 39

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