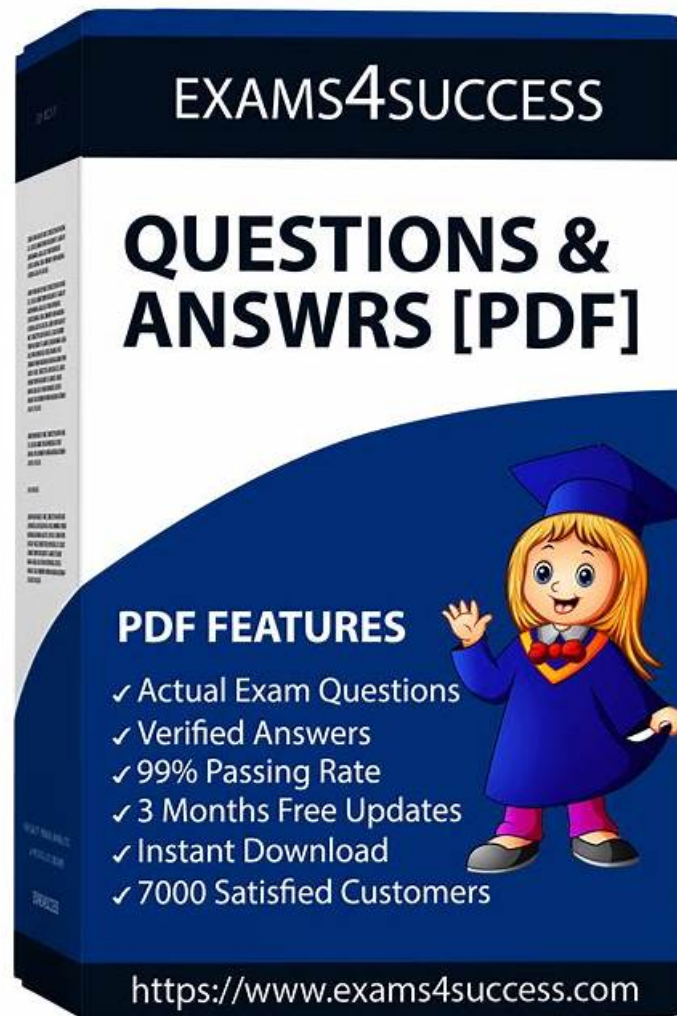# C_C4H47_2503 Accurate Test - Most C_C4H47_2503 Reliable Questions

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 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	• 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.
Topic 5	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q70-Q75):

NEW QUESTION # 70
When maintaining Account master data, where can you enter Payment Terms?

- A. In the Account Hierarchy
- B. In the Account General Data
- C. In the Account Overview
- D. In the Account Sales Data

Answer: D

NEW QUESTION # 71
As a Sales Representative, you are using Kanban view in Guided Selling.
When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a green check mark beside the Opportunity.
- B. When there is a red check mark beside the Opportunity.
- C. When there is a blue check mark beside the Opportunity.
- D. When there is a yellow check mark beside the Opportunity.

Answer: A

NEW QUESTION # 72

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

Answer: C

NEW QUESTION # 73

Best Run Bikes wants to maintain a reason for all the Sales Quotes that are either won or lost. As an Administrator, which configuration can you use to achieve this?

- A. Configure a Source for the Opportunity.
- B. Configure a new Sales Cycle.
- C. Configure a custom Status for the Opportunity.
- D. Configure a Reason for Status.

Answer: D

NEW QUESTION # 74

As an Administrator, you have configured mashups for your end users to leverage on the mobile application. What mashup settings can be toggled on by the end user in order to use them on their mobile device?
Note: There are 2 correct answers to this question.

- A. Activity mashup
- B. Quote mashup
- C. Guided Selling mashup
- D. Lead mashup

Answer: A,B

NEW QUESTION # 75

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