

SAP - C-C4H47-2503 - Trustable Valid SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Test Prep



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The next step to do is to take SAP C-C4H47-2503. These C-C4H47-2503 practice questions can help you measure your skill to see if it has already met the standard set by SAP C-C4H47-2503. To optimize the effectiveness, We have made the C-C4H47-2503 Practice Test using the same format as the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 exam. All SAP Exam Dumps questions appearing on the mock test are the ones we carefully predicted to appear on your upcoming exam.

SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">• 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.
Topic 3	<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 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"> • 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 6	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q75-Q80):

NEW QUESTION # 75

Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2?

Note: There are 2 correct answers to this question.

- A. Individual Customer
- B. Group
- C. Account
- D. Contact

Answer: C,D

Explanation:

Topic 1, Scenario - Best Run Bikes

Scenario - Best Run Bikes

Best Run Bikes designs and manufactures bicycles, components, and apparel. After acquiring Cyclo Clothing, they launched a new sales division. Previously managing customers a spreadsheets, the VP of Sales now seeks better visibility into customers, the sales pipeline, and structured processes to shorten sales cycles. You are part of the project team implementing SAP Sales Cloud Version 2 and you have been asked to address some specific business requirements as listed below:

*Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.

*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

*Improve Sales efficiency of the different sales methodologies for

*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

*Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.

*Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.

*Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

NEW QUESTION # 76

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

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

Answer: B

NEW QUESTION # 77

Which is a valid assignment of pricing components in SAP Sales Cloud Version 2?

- A. An access sequence is assigned to a condition type.
- **B. A condition table is assigned to a pricing procedure.**
- C. A pricing procedure is assigned to an access sequence.
- D. A condition type is assigned to a condition table.

Answer: B

NEW QUESTION # 78

An Administrator has configured email channels for Sales Representatives to access when they are working directly in sales documents. What should the Sales Representatives expect when sending emails from the Lead email channel?

- A. Sales representatives can also access the Opportunity email channel.
- **B. Sales representatives can also access the General email channel.**
- C. Sales representatives will not have access to the General email channel.
- D. Sales representatives should request access to use the Lead email channel.

Answer: B

NEW QUESTION # 79

What Administrator feature involves tracking and reviewing email communications?

- A. Activity Manager
- B. Activity Monitoring
- **C. Email Monitoring**
- D. Email Analyzer

Answer: C

NEW QUESTION # 80

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