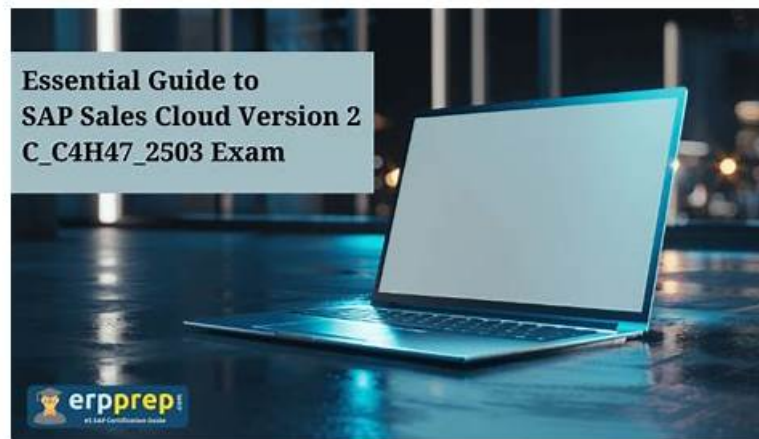# Practice C-C4H47-2503 Engine 100% Pass | High Pass-Rate Interactive SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 EBook Pass for sure

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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	• 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 3	• 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 4	• 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 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.
Topic 6	• 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 7	• 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 8	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q45-Q50):

NEW QUESTION # 45

Which template types are available to use when creating email templates in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Campaign
- B. Request
- C. Complaint
- D. Signature
- E. Response

Answer: A,D,E

NEW QUESTION # 46

As an Administrator, you want to configure the card colors in the calendar for Appointments.
Based on which of the following parameters can this be achieved?
Note: There are 2 correct answers to this question.

- A. Status
- B. Subject
- C. Category
- D. Priority

Answer: C,D

NEW QUESTION # 47

Which of the following are key enhancements of Lead Management in SAP Sales Cloud Version 2? Note: There are 3 correct

answers to this question.

- A. Insights that predict the likelihood of a Lead getting converted.
- B. Ability to identify the right Leads, working through the sales cycle across various phases.
- C. Optimized details page showcasing all of the relevant information in an easy-to-consume format.
- D. Interactive list view with elements like quick filters and KPI graphs.
- E. Ability to manage accounts with Guided Selling.

Answer: A,B,C

NEW QUESTION # 48

When transferring and maintaining Account data for Best Run Bikes and Cyclo Clothing, which of the following administrative actions can you perform?
Note: There are 3 correct answers to this question.

- A. Upload Accounts using the Data Import Tool
- B. Configure Customer Insights
- C. Merge similar Accounts
- D. Download Accounts using the Data Export Tool
- E. Maintain Individual Customers

Answer: A,C,D

NEW QUESTION # 49

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

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

Answer: D

NEW QUESTION # 50

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