

C-C4H47-2503 Latest Study Plan, Exam C-C4H47-2503 Fees



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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q14-Q19):

NEW QUESTION # 14

As a Sales Manager, you want to create a Playbook for Leads and Opportunities.
How can the activities and actions for Playbooks be grouped?

Note: There are 2 correct answers to this question.

- A. Sales Phases for Opportunities
- B. Status for Opportunities
- C. Sales Phases for Leads
- D. Status for Leads

Answer: A,D

NEW QUESTION # 15

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure Sales Quote Approval for Cyclo Clothing
- B. Configure Leads Intelligence for Cyclo Clothing
- C. Configure a new Document Type for Cyclo Clothing
- D. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing

Answer: C,D

NEW QUESTION # 16

A new group of Business Users have to be created and granted read only access to sales entities, such as Leads, Opportunities and Sales Quotes for a specific Sales Area.

As an Administrator, which sequence of steps must be performed?

- A. Create the Business Users
- B. Create the Employees
- C. Create the Employees
- D. Create the Business Users

Answer: C

NEW QUESTION # 17

As a Sales Manager, you have created multiple Playbooks for Opportunities based on existing Account IDs and Expected Revenue. Where would you find the Playbooks applied for the newly created Opportunity?

- A. Progress bar
- B. Timeline
- C. Planned Activities
- D. Kanban view

Answer: C

NEW QUESTION # 18

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online. What type of product would you use for this scenario?

- A. Entitlement product
- B. Finished product
- C. Service product
- D. Registered product

Answer: A

NEW QUESTION # 19

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