# **C\_C4H47\_2503** Exam Sample Questions, Question **C\_C4H47\_2503** Explanations



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# SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Торіс 1	<ul> <li>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.</li> </ul>
Topic 2	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 3	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	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	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 6	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.

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# SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q68-Q73):

#### **NEW QUESTION #68**

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

#### Answer: B,C,D

#### **NEW OUESTION #69**

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

#### Answer: B,D

#### **NEW QUESTION #70**

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. Guided Selling mashup
- C. Lead mashup
- D. Quote mashup

Answer: A,D

#### **NEW QUESTION #71**

You want to assign Leads that originate from source 'External Partner' to a sales employee. Which setting do you use to achieve this?

- A. Party Schema
- B. Lead Routing to Employee
- C. Qualifications
- D. Status

Answer: B

#### **NEW QUESTION #72**

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

Answer: A

#### **NEW QUESTION #73**

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