

# C\_C4H47\_2503 Latest Test Sample - C\_C4H47\_2503 Exam Questions Answers



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The SAP C\_C4H47\_2503 certification exam is one of the hottest certifications in the market. This SAP C\_C4H47\_2503 exam offers a great opportunity to learn new in-demand skills and upgrade your knowledge level. By doing this successful C\_C4H47\_2503 SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 exam candidates can gain several personal and professional benefits.

## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 4	<ul style="list-style-type: none"><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 5	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

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### SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q71-Q76):

#### NEW QUESTION # 71

Which GenAI (Generative AI) capabilities are available in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Product Recommendation
- B. Account Synopsis
- C. Lead Intelligence
- D. Lead Booster
- E. Survey Trend Summary

Answer: B,C,E

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

Answer: C

#### NEW QUESTION # 73

As a Sales Manager, you want to create a Playbook for Opportunities. Which of the following activity types can you create?

Note: There are 3 correct answers to this question.

- A. Call List
- B. Update Field
- C. Appointment
- D. Email
- E. Survey

Answer: C,D,E

#### NEW QUESTION # 74

Best Run Bikes would like to apply their own Branding theme and background images to SAP Sales Cloud Version 2.

As an Administrator, which settings can you apply to address this request?

Note: There are 2 correct answers to this question.

- A. Branding
- B. Personalization
- C. Custom Layout
- D. Home Page

Answer: B,C,D

#### NEW QUESTION # 75

What are the key use cases for MS Teams integration in SAP Sales Cloud Version 2?

Note: There are 3 correct answers to this question.

- A. Share Library
- B. Share Workspaces and Deal Room
- C. Create Tasks with MS Teams collaboration
- D. Make outbound calls
- E. Create Appointments with MS Teams collaboration

Answer: B,C,E

#### NEW QUESTION # 76

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