

C_C4H47_2503 Real Dump - C_C4H47_2503 Lab Questions

C_C4H47_2503

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IMPLEMENTATION
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business as well as keep a balance between a rest and taking exams.

SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Activities Management: This section of the exam measures the skills of a Sales Support Specialist and focuses on managing tasks and calls. It includes features such as call lists and task management to help users stay on top of daily sales activities and follow-ups.
Topic 4	<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 5	<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.
Topic 6	<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 7	<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 8	<ul style="list-style-type: none">• 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 9	<ul style="list-style-type: none">• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q65-Q70):

NEW QUESTION # 65

What feature of SAP Sales Cloud Version 2 provides Sales Representative with predictive insights?

- A. Guided Selling
- B. Dynamic Playbook
- C. Machine Learning
- D. Customer Insights

Answer: C

NEW QUESTION # 66

Best Run Bikes wants to tag Leads using a dedicated filterable and searchable field called "Early Adopters", and automatically notify the Sales Manager about it.

As an Administrator, what features can you use to address this requirement?

Note: There are 3 correct answers to this question.

- A. Validation Rule
- B. Extension Field
- C. Autoflow Rule
- D. Field Attributes
- E. Determination Rule

Answer: B,C,E

NEW QUESTION # 67

What is the main differentiator between Validation and Determination rules?

- A. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions
- B. Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions
- C. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions
- D. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions

Answer: B

NEW QUESTION # 68

What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

- A. Any newly created Accounts will automatically have Leads created based on the Playbook.
- B. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.
- C. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.
- D. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.

Answer: C

NEW QUESTION # 69

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

Answer: D

NEW QUESTION # 70

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