

100% Pass Quiz 2026 SAP C_C4H47_2503 Newest Reliable Dumps Book



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The validation of expertise, more career opportunities, salary enhancement, instant promotion, and membership of SAP certified professional community. In this way, the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C_C4H47_2503) can not only validate their skills and knowledge level but also put their careers on the right track. By doing this you can achieve your career objectives.

SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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 5	<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.
Topic 6	<ul style="list-style-type: none"> • 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.
Topic 7	<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 8	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q52-Q57):

NEW QUESTION # 52

A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Assign a new security policy and unlock the User
- B. Unlock the employee and the respective password
- C. Reset the password for the affected User
- D. Unlock the respective User and reset the password

Answer: C

NEW QUESTION # 53

What are Playbooks for Leads and Opportunities?

- A. An autoflow tailored to Sales Managers and Sales Representatives
- B. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- C. A new Low Code tool available in SAP Sales Cloud Version 2
- **D. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle**

Answer: D

NEW QUESTION # 54

What is the difference between Pre Hook and Post Hook rules?

- **A. Pre Hook prevents users from making changes to the default value; Post Hook does not prevent it.**
- B. Post Hook determines read and write access; Pre Hook determines read access only.
- C. Pre Hook is valid only with Determination Rules; Post Hook is valid only with Validation Rules.
- D. Pre Hook allows users to make changes to the default value; Post Hook does not allow it.

Answer: A

NEW QUESTION # 55

As a Sales Representative, you are using Kanban view in Guided Selling.

When can you move Opportunities from one sales phase to another using the drag-and-drop feature?

- A. When there is a yellow check mark beside the Opportunity.
- **B. When there is a green check mark beside the Opportunity.**
- C. When there is a blue check mark beside the Opportunity.
- D. When there is a red check mark beside the Opportunity.

Answer: B

NEW QUESTION # 56

Which component does the system use as a search strategy to find valid condition records during pricing?

- **A. Access Sequence**
- B. Condition Type
- C. Condition Technique
- **D. Pricing Procedure**

Answer: A,D

NEW QUESTION # 57

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