

# 真実的なC\_C4H47\_2503日本語練習問題試験-試験の準備方法-効率的なC\_C4H47\_2503受験記



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>> C\_C4H47\_2503日本語練習問題 <<

## C\_C4H47\_2503受験記、C\_C4H47\_2503受験料過去問

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## SAP C\_C4H47\_2503 認定試験の出題範囲：

トピック	出題範囲

トピック 1	<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>
トピック 2	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
トピック 3	<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>
トピック 4	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
トピック 5	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
トピック 6	<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>
トピック 7	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
トピック 8	<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>
トピック 9	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 認定 C\_C4H47\_2503 試験問題 (Q17-Q22):

### 質問 # 17

As an Administrator, which of the following can be configured for displaying the Guided Selling Score?

Note: There are 2 correct answers to this question.

- A. Sales Phases
- B. Probability
- C. Lead Score
- D. Opportunity Score

正解: C、D

### 質問 # 18

Which option is available if you need to migrate objects not supported by the standard integrations?

- A. Data Import and Export Tool
- B. Business Accelerator Hub APIs
- **C. Data Workbench**
- D. Standard REST API

正解: C

#### 質問 # 19

Best Run Bikes generates some of their Leads based on social media posts. They want to track the Leads that were generated from social media.

- **A. Create a new Party Schema for Leads.**
- B. Create a new Source for social media.
- C. As an Administrator, which configuration would you use to achieve this?
- D. Create a new Qualification for Leads.
- E. Create a new custom Status for social media.

正解: A

#### 質問 # 20

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

正解: B、C、D

#### 質問 # 21

You have been asked to configure a new pricing procedure for Opportunities and would like to create a determination rule for using it. Which data can be used when creating a pricing determination rule?

Note: There are 3 correct answers to this question.

- A. Product
- **B. Sales Organization**
- C. Sales Unit
- **D. Division**
- **E. Document Type**

正解: B、D、E

#### 質問 # 22

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学ぶことは遅すぎることはありません。あなたは引き続き勉強したい場合、C\_C4H47\_2503認定試験資格証明書を取得する機会があります。そのほかに、多くの人がC\_C4H47\_2503認定試験に合格しました後、成功し、幸せになりました。給料が高い仕事を見つけたからです。あなたは決してこの有難い機会をあきらめないで、早くC\_C4H47\_2503学習材料を買いましょう！

C\_C4H47\_2503受験記: [https://www.tech4exam.com/C\\_C4H47\\_2503-pass-shiken.html](https://www.tech4exam.com/C_C4H47_2503-pass-shiken.html)

