

Reliable C-C4H47-2503 Braindumps - C-C4H47-2503 Exam Course



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 3	• 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 4	• 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 5	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q27-Q32):

NEW QUESTION # 27

What information is displayed under the Insight section of Lead Overview?

Note: There are 3 correct answers to this question.

- A. Score Trend
- B. Static Key Factors
- C. Dynamic Key Factors
- D. Calculated Key Factors
- E. Lead Conversion Trend

Answer: A,C,D

NEW QUESTION # 28

As an SAP Sales Cloud Version 2 Administrator, which of the following configurations can be done for Leads?

Note: There are 2 correct answers to this question.

- A. Maintain Routing Rules
- B. Create and manage Forecast Categories
- C. Create and manage custom Statuses
- D. Maintain Probability

Answer: A,C

NEW QUESTION # 29

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

Answer: C,D,E

NEW QUESTION # 30

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 respective User and reset the password
- C. Reset the password for the affected User
- D. Unlock the employee and the respective password

Answer: C

NEW QUESTION # 31

As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

- A. Train ML Model
- B. Manage Extensions
- C. Readiness Report
- D. Manage ML Model

Answer: D

NEW QUESTION # 32

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