

C_C4H47_2503 Reliable Mock Test - Dumps

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SAP Sales Cloud Version 2 in App and Side-by-Side Extensibility

1 of 69

You want users working in SAP Sales Cloud Version 2 to be able to access S/4HANA Sales Management.

What extension tool would be used to achieve this?

Apply a Validation Rule

Create an Extension Field

Create a Mashup

Apply a Webhook

General, Company, Users and Control Settings

2 of 69

As an Administrator, you are asked to change user interface texts for some standard applications.

Which tool would you use to configure the texts?

UI Adaptation

Branding

SAP Build App

Language Adaptation

Mobile App

3 of 69

As an Administrator, you have configured mashups for your end users to leverage on the mobile application.

What mashup settings can be toggled on by the end user in order to use them on their mobile device?

Note: There are 2 correct answers to this question.

Quote mashup

Guided Selling mashup

Lead mashup

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<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 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"> • 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q33-Q38):

NEW QUESTION # 33

As a Sales Manager, you want all Sales Representatives to always update the Revenue End Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

- **A. Configure a Playbook with a mandatory Action to update field.**
- B. Configure a Playbook with an Action to update field.
- C. Configure a Playbook with a mandatory Activity to update field.
- D. Configure a Playbook with an Activity to update field.

Answer: A

NEW QUESTION # 34

Which of the following features can be used to create scripts for Call Lists?

- A. Task
- B. Survey

- C. Playbook
- D. Phone Call

Answer: C

NEW QUESTION # 35

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

Answer: A,D,E

NEW QUESTION # 36

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

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

Answer: D

NEW QUESTION # 37

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

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

Answer: C

NEW QUESTION # 38

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