

Exam C_C4H47_2503 Collection & C_C4H47_2503 Practice Test Engine



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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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 3	• 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 4	• 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	• 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.
Topic 6	• 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 7	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q20-Q25):

NEW QUESTION # 20

What extension tool would be used to achieve this?

- **A. Create a Mashup**
- B. Apply a Validation Rule
- C. Apply a Webhook
- D. Create an Extension Field

Answer: A

NEW QUESTION # 21

As a Sales Manager for Best Run Bikes, you want to standardize a set of activities performed for various sales phases of the Opportunity.

Which SAP Sales Cloud Version 2 feature will help you achieve this?

- A. Activity Manager
- B. Digital Selling Workspace
- C. Machine Learning
- **D. Playbook**

Answer: D

NEW QUESTION # 22

As an Administrator for mobile app, which of the following can you configure for Visits?

Note: There are 3 correct answers to this question.

- A. Visit KPI
- B. Visit quick filters on list page
- C. Visit Routes
- D. Visit Type
- E. Visit Header fields

Answer: B,D,E

NEW QUESTION # 23

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

Note: There are 3 correct answers to this question.

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

Answer: A,C,D

NEW QUESTION # 24

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

Answer: A,C,E

NEW QUESTION # 25

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