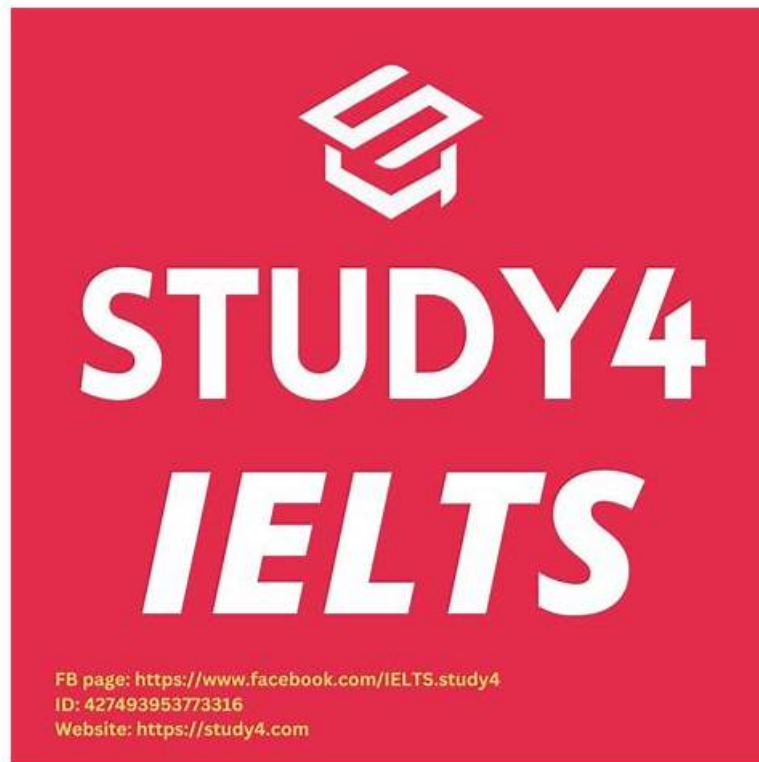# Useful Online C_C4H47_2503 Bootcamps | C_C4H47_2503 100% Free Test Simulator Fee

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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 4	• 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 5	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q60-Q65):

NEW QUESTION # 60
In the configuration settings, where would an Administrator enable Revenue Splitting?

- A. Pipeline Management and Forecasting
- B. Opportunities
- C. Sales Quotes
- D. Forecast Tracker

Answer: B

NEW QUESTION # 61
As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant?
Note: There are 3 correct answers to this question.

- A. Opportunities
- B. Leads
- C. Contacts
- D. Accounts
- E. Target Groups

Answer: B,C,E

NEW QUESTION # 62
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. Reset the password for the affected User
- B. Unlock the employee and the respective password
- C. Assign a new security policy and unlock the User
- D. Unlock the respective User and reset the password

Answer: A

NEW QUESTION # 63

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure Leads Intelligence for Cyclo Clothing
- B. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing
- C. Configure Sales Quote Approval for Cyclo Clothing
- D. Configure a new Document Type for Cyclo Clothing

Answer: B,D

NEW QUESTION # 64

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. Insights that predict the likelihood of a Lead getting converted.
- C. Interactive list view with elements like quick filters and KPI graphs.
- D. Ability to manage accounts with Guided Selling.
- E. Ability to identify the right Leads, working through the sales cycle across various phases.

Answer: A,B,E

NEW QUESTION # 65

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