

# Pass C-C4H47-2503 Guarantee - PDF C-C4H47-2503 Cram Exam

## C\_C4H47\_2503

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"> <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>
Topic 2	<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>

Topic 3	<ul style="list-style-type: none"> <li>• <b>General, Company, Users, and Control Settings:</b> 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>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Activities Management:</b> 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>
Topic 5	<ul style="list-style-type: none"> <li>• <b>SAP Sales Cloud Version 2 in App and Side-by-Side Extensibility:</b> 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>
Topic 6	<ul style="list-style-type: none"> <li>• <b>Playbook, Digital Selling Workspace, and Guided Selling:</b> 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.</li> </ul>

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### SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q41-Q46):

#### NEW QUESTION # 41

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers to this question.

- A. Teams Meeting
- B. Priority
- C. Status
- D. Category
- E. Duration

**Answer: C,D,E**

#### NEW QUESTION # 42

What Administrator feature involves tracking and reviewing email communications?

- A. Email Analyzer
- B. Activity Monitoring
- C. Email Monitoring
- D. Activity Manager

**Answer: C**

#### NEW QUESTION # 43

As an Administrator, you need to create a new server connection in order to configure and use Relationship Intelligence with Office 365 mail server. What parameters must be registered in the Microsoft Azure Portal?

Note: There are 3 correct answers to this question.

- A. Certificate File
- B. Server Tenant ID
- C. Server Communication Arrangement
- D. Certificate Token
- E. Certificate Key

Answer: A,B,E

#### NEW QUESTION # 44

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

Answer: A,D,E

#### NEW QUESTION # 45

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. Calculated Key Factors
- D. Lead Conversion Trend
- E. Dynamic Key Factors

Answer: A,C,E

#### NEW QUESTION # 46

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