

Free PDF 2025 C_C4H47_2503: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Fantastic Valid Exam Blueprint



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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud

Version 2 Sample Questions (Q74-Q79):

NEW QUESTION # 74

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

Answer: A,B,E

NEW QUESTION # 75

What are the key features of Guided Selling worklist?

Note: There are 3 correct answers to this question.

- A. Kanban view
- B. KPI cards
- C. Overview
- D. Timeline
- E. Advanced filter

Answer: A,C,E

NEW QUESTION # 76

Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2?

Note: There are 2 correct answers to this question.

- A. Individual Customer
- B. Contact
- C. Group
- D. Account

Answer: B,D

Explanation:

Topic 1, Scenario - Best Run Bikes

Scenario - Best Run Bikes

Best Run Bikes designs and manufactures bicycles, components, and apparel. After acquiring Cyclo Clothing, they launched a new sales division. Previously managing customers in spreadsheets, the VP of Sales now seeks better visibility into customers, the sales pipeline, and structured processes to shorten sales cycles. You are part of the project team implementing SAP Sales Cloud Version 2 and have been asked to address some specific business requirements as listed below:

*Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.

*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

*Improve Sales efficiency of the different sales methodologies for

*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

*Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.

*Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.

*Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

NEW QUESTION # 77

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

Answer: A,C,D

NEW QUESTION # 78

An Administrator has configured email channels for Sales Representatives to access when they are working directly in sales documents. What should the Sales Representatives expect when sending emails from the Lead email channel?

- A. Sales representatives can also access the General email channel.
- B. Sales representatives can also access the Opportunity email channel.
- C. Sales representatives should request access to use the Lead email channel.
- D. Sales representatives will not have access to the General email channel.

Answer: A

NEW QUESTION # 79

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