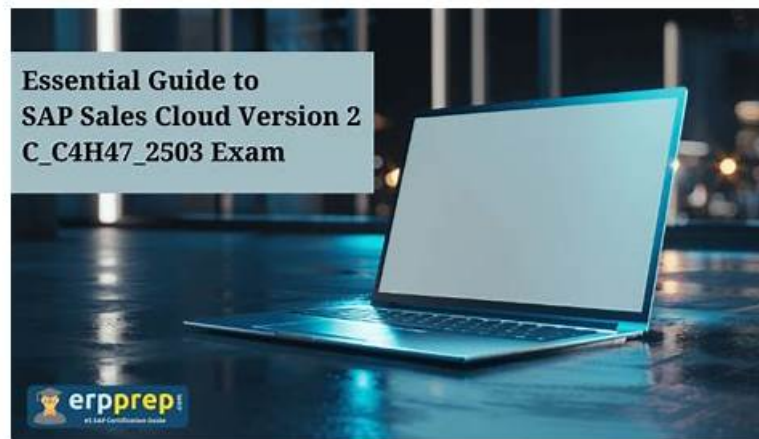# HOT C_C4H47_2503 Exam Cram Review 100% Pass | High-quality SAP Study SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Materials Pass for sure

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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 6	• 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 7	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q16-Q21):

NEW QUESTION # 16
As an Administrator, which of the following Interaction filters can be displayed as part of Customer Insights for Accounts? Note: There are 3 correct answers to this question.

- A. Phone Calls
- B. Chats
- C. Trend Analytics
- D. Hugrank
- E. Emails

Answer: A,B,E

NEW QUESTION # 17
As an Administrator, which capability allows you to configure custom fields into the Lead Intelligence ML (Machine Learning) model?

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

Answer: A

NEW QUESTION # 18
What extension tool would be used to achieve this?

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

Answer: C

NEW QUESTION # 19
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. Interactive list view with elements like quick filters and KPI graphs.
- B. Ability to manage accounts with Guided Selling.
- C. Insights that predict the likelihood of a Lead getting converted.
- D. Ability to identify the right Leads, working through the sales cycle across various phases.
- E. Optimized details page showcasing all of the relevant information in an easy-to-consume format.

Answer: C,D,E

NEW QUESTION # 20
As a Sales Manager, you have created multiple Playbooks for Opportunities based on existing Account IDs and Expected Revenue. Where would you find the Playbooks applied for the newly created Opportunity?

- A. Progress bar
- B. Timeline
- C. Kanban view
- D. Planned Activities

Answer: D

NEW QUESTION # 21
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