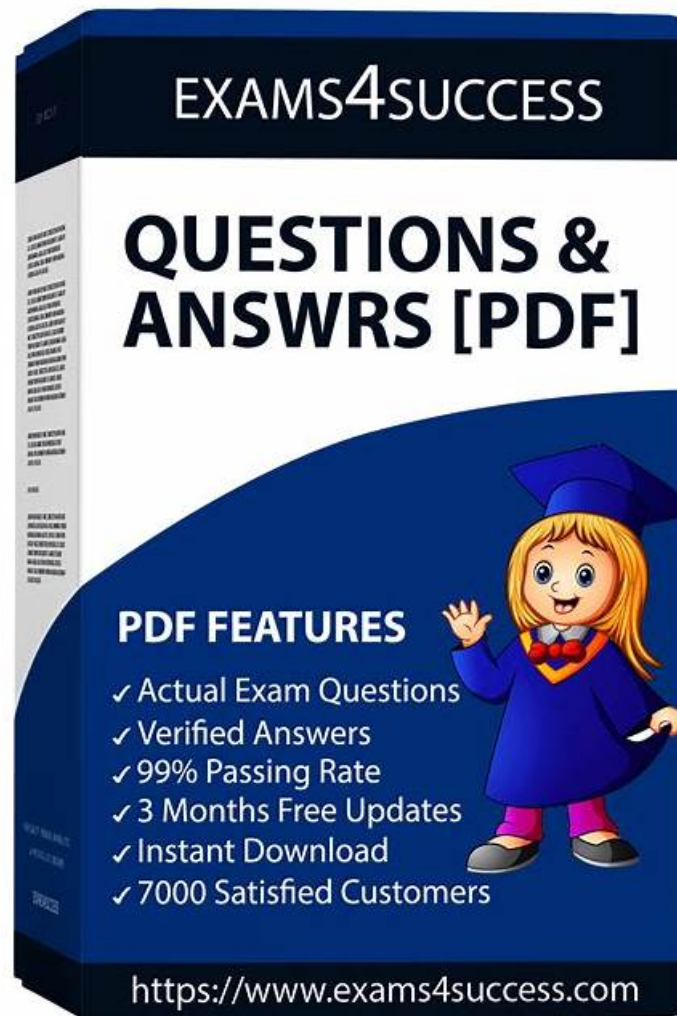


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For successful preparation, it is essential to have good SAP C_C4H47_2503 Exam Dumps and to prepare questions that may come up in the exam. Exam-Killer helps candidates overcome all the difficulties they may encounter in their exam preparation. To ensure the candidates' satisfaction, Exam-Killer has a support team that is available 24/7 to assist with a wide range of issues.

SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">Playbook, Digital Selling Workspace, and Guided Selling: 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.

Topic 3	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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 5	<ul style="list-style-type: none"> • 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 6	<ul style="list-style-type: none"> • 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 7	<ul style="list-style-type: none"> • 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 8	<ul style="list-style-type: none"> • 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 9	<ul style="list-style-type: none"> • 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.
Topic 10	<ul style="list-style-type: none"> • 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q71-Q76):

NEW QUESTION # 71

When transferring and maintaining Account data for Best Run Bikes and Cyclo Clothing, which of the following administrative actions can you perform?

Note: There are 3 correct answers to this question.

- A. Maintain Individual Customers

- B. Download Accounts using the Data Export Tool
- C. Configure Customer Insights
- D. Merge similar Accounts
- E. Upload Accounts using the Data Import Tool

Answer: B,D,E

NEW QUESTION # 72

Sales Managers at Best Run Bikes and Cyclo Clothing now require all Sales Representatives to schedule a meeting for the contract negotiation with the customer while qualifying an Opportunity when the deal size is more than 200,000 US How will you achieve this using Playbook?

Note: There are 2 correct answers to this question.

- A. Configure a mandatory Activity of type Appointment for the relevant Sales Phase
- B. Configure an Activity of type Appointment for the relevant Sales Phase
- C. Configure a rule for Negotiated Value
- D. Configure a rule for Expected Value

Answer: A,D

NEW QUESTION # 73

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

Answer: A,C,D

NEW QUESTION # 74

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

Answer: A,C

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 a 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 you 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 # 75

When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be dynamic and static factors created by the administrator.
- **B. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.**
- C. There must be a lead training model that has been trained and in active status.
- D. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.

Answer: B

NEW QUESTION # 76

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