

New C_C4H47_2503 Test Sample - C_C4H47_2503 Valid Real Test



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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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 4	<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 5	<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 6	<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 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"> 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 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.

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We provide updated and real SAP C_C4H47_2503 exam questions that are sufficient to clear the SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 (C_C4H47_2503) exam in one go. The product of ExamDumpsVCE is created by seasoned professionals and is frequently updated to reflect changes in the content of the C_C4H47_2503 Exam Questions.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q68-Q73):

NEW QUESTION # 68

Which of the following features can be used to create scripts for Call Lists?

- A. Task
- B. Survey
- C. Phone Call
- D. Playbook

Answer: D

NEW QUESTION # 69

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 should request access to use the Lead email channel.
- B. Sales representatives will not have access to the General email channel.

- C. Sales representatives can also access the Opportunity email channel.
- D. Sales representatives can also access the General email channel.

Answer: D

NEW QUESTION # 70

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 File
- D. Certificate Key
- E. Certificate Token

Answer: A,C,D

NEW QUESTION # 71

Best Run Bikes generates some of their Leads based on social media posts. They want to track the Leads that were generated from social media.

- A. Create a new Party Schema for Leads.
- B. Create a new Qualification for Leads.
- C. Create a new Source for social media.
- D. Create a new custom Status for social media.
- E. As an Administrator, which configuration would you use to achieve this?

Answer: A

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

Answer: A,B

NEW QUESTION # 73

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