

Quiz 2025 SAP C-C4H47-2503–High-quality Exam Bible



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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q70-Q75):

NEW QUESTION # 70

How can you prevent security risks while monitoring inactive users in SAP Sales Cloud Version 2?

- A. By activating the auto log-off function
- **B. By scheduling the dedicated auto sign out background job**
- C. By assigning security policies to end users
- D. By adapting the auto log-off time

Answer: B

NEW QUESTION # 71

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

Answer: A,B,D

NEW QUESTION # 72

In the configuration settings, where would an Administrator enable Revenue Splitting?

- **A. Opportunities**
- B. Pipeline Management and Forecasting
- C. Forecast Tracker
- D. Sales Quotes

Answer: A

NEW QUESTION # 73

You have to pitch the major differentiators of SAP Sales Cloud Version 2 compared to the previous version.

Which of the following would you describe as top advantages?

Note: There are 3 correct answers to this question.

- A. Free access to SAP expert guidance
- **B. Modern platform that delivers higher speeds, higher availability, and higher agility**
- **C. Fresh new User Experience with dynamic layouts and faster screen loading**
- **D. Monthly releases that will help fill gaps faster**
- E. Direct access to the back end for faster issue resolution

Answer: B,C,D

NEW QUESTION # 74

As an SAP Sales Cloud Version 2 Administrator, which of the following configurations can be done for Leads?

Note: There are 2 correct answers to this question.

- A. Create and manage Forecast Categories
- B. Maintain Routing Rules
- C. Maintain Probability
- D. Create and manage custom Statuses

Answer: B,D

NEW QUESTION # 75

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