

SAP

C_C4H47I_34

**SAP Certified Associate - Implementation Consultant - SAP
Sales Cloud Version 2**

For More Information – Visit link below:

<https://www.examsempire.com/>

Product Version

- 1. Up to Date products, reliable and verified.**
- 2. Questions and Answers in PDF Format.**



<https://examsempire.com/>

Visit us at: <https://www.examsempire.com/c-c4h47i-34>

Latest Version: 6.0

Question: 1

As a Sales Representative, you want to access all your to-do items such as Tasks, Leads, Opportunities and Call Lists in a single place. What capability in SAP Sales Cloud Version 2 enables this?

- A. Guided Selling Workspace
- B. Activity Manager
- C. Task Manager
- D. Digital Selling Workspace

Answer: D

Question: 2

Which of the following are the standard out-of-the-box forecast Categories for Opportunities in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Expected
- B. Pipeline
- C. Committed
- D. Forecasted
- E. Best Case

Answer: B,C,E

Question: 3

What are considerations used for lead scoring? Note: There are 3 correct answers to this question.

- A. Lead source
- B. Lead status
- C. Lead type
- D. Lead priority
- E. Lead owner

Answer: A,C,D

Question: 4

Which of the following options represent 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. Contact
- C. Group
- D. Individual Customer

Answer: A,D

Question: 5

When creating a new Business User, what pre-requisites are required? Note: There are 2 correct answers to this question.

- A. The Employee has to exist
- B. The Organizational Structure has to exist
- C. The security policy has to be assigned
- D. A unique Email ID belonging to the Business User

Answer: A,D

Thank You for Trying Our Product

Special 16 USD Discount Coupon: NSZUBG3X

Email: support@examsempire.com

**Check our Customer Testimonials and ratings
available on every product page.**

Visit our website.

<https://examsempire.com/>