SAP
C_C4H47_2503
SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2

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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

Question: 6

Which of the following brand new capabilities are available to Sales Managers working with SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

A. Embedded Machine Learning Insights
B. Pricing
C. Digital Selling Workspace
D. Playbooks
E. Revenue Splitting

Answer: A, C, D

Question: 7

Best Run Bikes wants to display an important KPI in the Account Overview. This KPI has to be taken from an external solution via a dedicated API. Which of the following settings can you configure to display the required KPI?

A. Key Metrics
B. Integration
C. Analytics
D. Customer 360

Answer: B

Question: 8

Best Run Bikes want to tag Leads using a dedicated filterable and searchable field called "Early Adopters", and automatically notify the Sales Manager about it. As an Administrator, what features can you use for addressing this requirement? Note: There are 3 correct answers to this question.

A. Validation Rule
B. Field Attributes
C. Determination Rule
D. Auto flow Rule
E. Extension Field

Answer: B, D, E

Question: 9

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

A. Chats
B. Phone Calls
C. Sales Quotes
D. Opportunities
E. Emails

Answer: A, B, E

Question: 10

Best Run Bikes wants to offer an additional discount to customers who sign up their e-bikes online. What type of product would you use for this scenario?

A. Registered product
B. Entitlement product
C. Subscription product
D. Service product

Answer: B

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