



C_C4H47I_34

SAP Sales Cloud Version 2 Implementation Consultant Certification Questions & Answers



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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2
80 Questions Exam – 61% Cut Score – Duration of 180 minutes

C_C4H47I_34 Practice Test

ERPPrep.com's C_C4H47I_34 PDF is a comprehensive compilation of questions and answers that have been developed by our team of SAP Sales Cloud Version 2 Implementation Consultant experts and experienced professionals. To prepare for the actual exam, all you need is to study the content of this exam questions. You can identify the weak area with our premium C_C4H47I_34 practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to boost your confidence to pass the SAP Sales Cloud Version 2 Implementation Consultant certification with a better score.

C_C4H47I_34 Questions and Answers Set

Question: 1

Which parameters are required for an Administrator to create a new email channel?

There are 2 correct answers to this question.

- a) Channel email address
- b) Display email address
- c) Object
- d) Internal email code

Answer: a, c

Question: 2

Which prerequisites are considered when configuring Pipeline Management and Forecasting?

There are 2 correct answers to this question.

- a) Forecast Categories must exist.
- b) Deal Intelligence must be enabled.
- c) Forecast Hierarchy must exist.
- d) Lead Intelligence must be enabled.

Answer: a, b

Question: 3

Which actions are possible outputs of configuring Autoflow?

There are 3 correct answers to this question.

- a) Send Emails
- b) Send Event Notifications
- c) Send Info Notifications
- d) Send Response Notifications
- e) Send Approval Notifications

Answer: a, b, c

Question: 4

When configuring Machine Learning, what is the correct sequence when training the Deal Intelligence model?

Please choose the correct answer.

- a) 1. Check
2. Add
3. Train
4. Activate
5. View
- b) 1. Add
2. Check
3. Train
4. View
5. Activate
- c) 1. Check
2. Train
3. Add
4. Activate
5. View
- d) 1. Add
2. Train
3. Check
4. View
5. Activate

Answer: a

Question: 5

When logged into the SAP Sales Cloud mobile application, which objects are available for the business user to create through the Quick Add (+) icon?

There are 3 correct answers to this question.

- a) Lead
- b) Task
- c) Appointment
- d) Call List
- e) Order

Answer: a, b, c

Question: 6

As a Sales Representative, which of following activities can you perform using Digital Selling Workspace?

There are 3 correct answers to this question.

- a) View Sales KPIs
- b) Manage Call List
- c) View Pipeline
- d) Manage Leads
- e) Manage Quotes

Answer: a, b, d

Question: 7

As a Sales Manager, you would like see how your Playbooks are performing in the real world to win deals. What information does Playbook Effectiveness display?

There are 3 correct answers to this question.

- a) Actual Average Usage
- b) Effectiveness Score
- c) Opportunity List
- d) Opportunity Score
- e) Call List Usage

Answer: a, b, c

Question: 8

Which entities can be created from the Opportunity workspace?

There are 3 correct answers to this question.

- a) Appointment
- b) Email
- c) Deal Room
- d) Lead
- e) Call List

Answer: a, b, c

Question: 9

As an Administrator, you need to add to the base functionality of SAP Sales Cloud Version 2 using App Extensibility. What features are available to meet your business requirements?

There are 3 correct answers to this question.

- a) Adaptation rules
- b) Routing rules
- c) Determination rules
- d) Validation rules
- e) Extension field

Answer: c, d, e

Question: 10

As an Administrator you are maintaining new Employees and their teams. How can you assign Employees to the respective reporting line Managers?

Please choose the correct answer.

- a) Managers and Employees have to be maintained within the Organizational Units
- b) Managers have to be maintained within Business Users
- c) Managers have to be maintained within Employees
- d) Managers and Business Users have to be maintained within the Organizational Structure

Answer: a

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