C_C4H47_2503

SAP Sales Cloud Version 2 Implementation Consultant Certification Questions & Answers

C_C4H47_2503

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2
80 Questions Exam – 68% Cut Score – Duration of 180 minutes

C_C4H47_2503 Practice Test

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C_C4H47_2503 Questions and Answers Set

Question: 1

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

There are 3 correct answers to this question.

a) Lead

b) Task

c) Appointment

d) Call List

d) Order

Answer: a, b, c

Question: 2

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: 3

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: 4

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: 5

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: 6

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 fiel

Answer: c, d, e

Question: 7

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

Question: 8

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: 9

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: 10

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

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