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

Questions&AnswersPDF

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Subjects

1. Introduction to SAP Sales Cloud Version 2
2. Leads and Opportunity Management
3. Mobile App
4. Set-up of sales-specific capabilities
5. Master Data
6. Machine Learning and Gen AI
7. General, Company, Users and Control Settings
8. Activities Management
9. SAP Sales Cloud Version 2 in App and Side-by-Side Extensibility
10. Scenario - Best Run Bikes
11. Playbook, Digital Selling Workspace and Guided Selling

Topic: 1

Introduction to SAP Sales Cloud Version 2

Question: 1

Which are valid cards to be added to SAP Sales Cloud Version 2 Home Page?

Note: There are 3 correct answers to this question.

- A. Forecast Tracker
- B. My Network
- C. Video Feed
- D. Pins
- E. Learning Content

Answer: A, B, D

Introduction to SAP Sales Cloud Version 2

Question: 2

Which offering provides access to SAP Sales Cloud Version 2?

- A. RISE with SAP
- B. SAP Business Technology Platform
- C. GROW with SAP package add-ons
- D. GROW with SAP

Answer: C

Introduction to SAP Sales Cloud Version 2

Question: 3

The customer you are currently supporting has recently bought the license for SAP Sales Cloud Version 2.

How can you help them start the procedure for the system provisioning?

- A. By asking for support from product development
- B. By raising a Support Ticket
- C. By following the Onboarding Guide on the SAP Help Portal
- D. By requesting admin access to their tenant

Answer: C

Introduction to SAP Sales Cloud Version 2

Question: 4

What are Playbooks for Leads and Opportunities?

- A. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- B. A new Low Code tool available in SAP Sales Cloud Version 2
- C. An autoflow tailored to Sales Managers and Sales Representatives
- D. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle

Answer: D

Introduction to SAP Sales Cloud Version 2

Question: 5

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

Answer: C, D, E

Topic: 2
Leads and Opportunity Management

Question: 6

As an Administrator, which of the following can be configured for displaying the Guided Selling Score?
Note: There are 2 correct answers to this question.

- A. Lead Score
- B. Sales Phases
- C. Opportunity Score
- D. Probability

Answer: A, C

Leads and Opportunity Management

Question: 7

What feature of SAP Sales Cloud Version 2 provides Sales Representative with predictive insights?

- A. Guided Selling
- B. Dynamic Playbook
- C. Machine Learning
- D. Customer Insights

Answer: C

Leads and Opportunity Management

Question: 8

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

Answer: B, D, E

Leads and Opportunity Management

Question: 9

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

Answer: B, C

Leads and Opportunity Management

Question: 10

Which of the following are key enhancements of Lead Management in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Ability to manage accounts with Guided Selling.
- B. Optimized details page showcasing all of the relevant information in an easy-to-consume format.
- C. Ability to identify the right Leads, working through the sales cycle across various phases.
- D. Interactive list view with elements like quick filters and KPI graphs.
- E. Insights that predict the likelihood of a Lead getting converted.

Answer: B, C, E



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