



SAP

C_C4H47_2503 Exam

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

Exam Latest Version: 7.2

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Question 1. (Multi Select)

As a Sales Manager, you want to create a Playbook for Leads and Opportunities.

How can the activities and actions for Playbooks be grouped?

Note: There are 2 correct answers to this question.

- A: Status for Opportunities
- B: Sales Phases for Leads
- C: Sales Phases for Opportunities
- D: Status for Leads

Correct Answer: C, D

Question 2. (Single Select)

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: Digital Selling Workspace
- C: Task Manager
- D: Activity Manager

Correct Answer: B

Question 3. (Multi Select)

As a Sales Manager, you want to create a Playbook for Leads and Opportunities.

How can the activities and actions for Playbooks be grouped?

Note: There are 2 correct answers to this question.

- A: Status for Opportunities
- B: Sales Phases for Leads
- C: Sales Phases for Opportunities
- D: Status for Leads

Correct Answer: C, D

Question 4. (Multi Select)

As a Sales Manager, you want to create a Playbook for Opportunities.

Which of the following activity types can you create?

Note: There are 3 correct answers to this question.

- A: Call List
- B: Update Field
- C: Appointment
- D: Email
- E: Survey

Correct Answer: C, D, E

Question 5. (Single Select)

As a Sales Manager, you want all Sales Representatives to always update the Revenue End

Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

- A: Configure a Playbook with a mandatory Action to update field.
- B: Configure a Playbook with an Action to update field.
- C: Configure a Playbook with an Activity to update field.
- D: Configure a Playbook with a mandatory Activity to update field.

Correct Answer: A



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