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**Exam** : **C\_C4H47\_2503**

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

**Version** : DEMO

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**

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**

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**

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**

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**