

Exam Code: **C_C4H47_2503**

Exam Name | SAP Certified Associate – Implementation Consultant – SAP
Sales Cloud Version 2

Total No. of Questions: 80

Passing Percentage: 68%

Exam Duration: 180 Minutes.



Question 1

What information is displayed under the Insight section of Lead Overview? Note: There are 3 correct answers to this question.

- A. Lead Conversion Trend
- B. Dynamic Key Factors
- C. Static Key Factors
- D. Score Trend
- E. Calculated Key Factors

Answer B D E

Question 2

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

Question 3

As an Administrator, you want to configure Opportunity for the mobile app. Which of the following configurations can be performed? Note: There are 3 correct answers to this question.

- A. Add new fields from the list of available fields in Opportunity Header
- B. Define fields that you want to see in the product add/edit form
- C. Configure Opportunity status
- D. Rearrange fields using drag-and-drop feature
- E. Configure Opportunity type

Answer A B D

Question 4

As an Administrator, which of the following Interaction filters can be displayed as part of Customer Insights for Accounts? Note: There are 3 correct answers to this question.

- A. Hugrank
- B. Chats
- C. Phone Calls
- D. Trend Analytics
- E. Emails

Answer B C E

Question 5

What feature can you use for increasing the level of login protection for end user passwords?

- A. Content Security Policy
- B. Identity Provider
- C. Security Policy
- D. Business Role

Answer B

