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Exam Code: C_C4H47I_34

Exam Name: SAP Certified Application Associate - SAP Sales Cloud Version 2



Exam A

QUESTION 1

Which settings should be considered using the Allowlist and Blocklist when configuring Relationship Management? Note: There are 2 correct Answer: to this QUESTION NO : .

- A. Once an entry is made on the block list, the allow list is required to be configured.
- B. Once an entry is made on the block list, the allow list is void.
- C. Once an entry is made on the allow list, the block list is required to be configured.
- D. Once an entry is made on the allow list, the block list is void.

Correct Answer: B, D

Section:

QUESTION 2

Which template types are available to use when creating email templates in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Response
- B. Signature
- C. Campaign
- D. Complaint
- E. Request

Correct Answer: A, B, C

Section:

QUESTION 3

When logged into Mobile Administration, which header and list fields can be configured to meet business requirements? Note: There are 3 correct answers to this question.

- A. Call list fields
- B. Target group list fields
- C. Lead list fields
- D. Task header layout
- E. Home page cards

Correct Answer: A, C, E

Section:

QUESTION 4

Which of the following features can be used to create scripts for Call Lists?

- A. Phone Call
- B. Playbook
- C. Task
- D. Survey



Correct Answer: B

Section:

QUESTION 5

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

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

Correct Answer: A, B, E

Section:

QUESTION 6

You want to assign Leads that originate from source 'External Partner' to a sales employee. Which setting do you use to achieve this?

- A. Qualifications
- B. Lead Routing to Employee
- C. Status
- D. Party Schema

Correct Answer: B

Section:

QUESTION 7

Which Machine Learning insight shows sentiment detection of surveys and emails?

- A. Machine Translation
- B. NLP Classification
- C. Business Text Intelligence
- D. Profanity Check

Correct Answer: B

Section:

QUESTION 8

What feature of SAP Sales Cloud V2 provides Sales Representative with predictive insights?

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

Correct Answer: D

Section:



QUESTION 9

As a Sales Manager, you want to require the Sales Representatives to 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 a mandatory Activity to update field.
- C. Configure a Playbook with an Action to update field.
- D. Configure a Playbook with an Activity to update field.

Correct Answer: A

Section:

QUESTION 10

A User is no longer able to access SAP Sales Cloud Version 2 due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Unlock the respective User and reset the password
- B. Assign a new security policy and unlock the User
- C. Reset the password for the affected User
- D. Unlock the employee and the respective password

Correct Answer: C

Section:

QUESTION 11

Which steps would you take to create a Call List so it can be executed and monitored via the Digital Selling Workspace?

- A. Define Key Objectives of Call List * Create Call List * Add Script to Call List * Add Resources to Call List * Monitor Call Campaign Progress
- B. Create Call List * Assign Resources to Call List * Add Script to Call List * Define Key Objectives of Call List * Monitor Call Campaign Progress
- C. Create Call List * Add Script to Call List * Assign Resources to Call List * Monitor Call Campaign Progress * Define Key Objectives of Call List
- D. Define Key Objectives of Call List * Create Call List * Add Resources to Call List * Add Script to Call List * Monitor Call Campaign Progress

Correct Answer: B

Section:

QUESTION 12

An Administrator has configured email channels for Sales Representatives to access when they are working directly in sales documents. What should the Sales Representatives expect when sending emails from the Lead email channel?

- A. Sales representatives should request access to use the Lead email channel.
- B. Sales representatives will not have access to the General email channel.
- C. Sales representatives can also access the General email channel.
- D. Sales representatives can also access the Opportunity email channel.

Correct Answer: B

Section:

QUESTION 13

Best Run Bikes wants to maintain a reason for all the Sales Quotes that are either won or lost. As an Administrator, which configuration can you use to achieve this?

- A. Configure a new Sales Cycle.
- B. Configure a Reason for Status.
- C. Configure a Source for the Opportunity.
- D. Configure a custom Status for the Opportunity.

Correct Answer: B

Section:

QUESTION 14

When performing mobile administration, what setting should an Administrator configure in order to change the arrangement of fields that should appear in every contact card on the Contacts page?

- A. Contact list
- B. Account list
- C. Contact header
- D. Account header

Correct Answer: C

Section:

QUESTION 15

What Administrator feature involves tracking and reviewing email communications?

- A. Activity Monitoring
- B. Activity Manager
- C. Emails Monitoring
- D. Email Analyzer

Correct Answer: C

Section:

QUESTION 16

As an Administrator, you want to configure the card colors in the calendar for Appointments. Based on which of the following parameters can this be achieved? Note: There are 2 correct answers to this question.

- A. Status
- B. Priority
- C. Subject
- D. Category

Correct Answer: B, D

Section:

QUESTION 17

You have been asked to maintain Products in SAP Sales Cloud Version 2. Which of the following settings are relevant? Note: There are 3 correct answers to this question.

- A. Product Type



- B. Units of Measure
- C. Number Range
- D. Product Classification
- E. Product Groups

Correct Answer: B, C, E

Section:

QUESTION 18

How can you prevent security risks while monitoring inactive users in SAP Sales Cloud Version 2? Note: There are 2 correct answers to this question.

- A. By using the auto sign out, users are automatically logged off
- B. By setting up the auto log off time
- C. By assigning security policies to end users
- D. By scheduling the dedicated auto sign out background job

Correct Answer: A, C

Section:

QUESTION 19

Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- A. Extending standard delivered applications
- B. Embedding custom modules created in SAP Build App
- C. Adding custom fields on existing entities
- D. Enhancing the code baseline without modifying the standard



Correct Answer: D

Section:

QUESTION 20

Every time the expected revenue is greater than 500,000 US dollars, you want the system to display a warning that an approval process must be applied for that opportunity. How would you address this requirement? Note: There are 2 correct answers to this question.

- A. Create an action to show a warning message based on a certain condition
- B. Create a determination rule
- C. Create a validation rule
- D. Create a condition to show a warning message based on a certain action

Correct Answer: C, D

Section:

QUESTION 21

As an Administrator of the SAP Sales Cloud Version 2 system, which of the following configurations can be done for Leads? Note: There are 2 correct answers to this question.

- A. Create and manage Forecast Categories
- B. Maintain Probability

- C. Create and manage custom Statuses
- D. Maintain Routing Rules

Correct Answer: C, D

Section:

QUESTION 22

What are the key features of Guided Selling Worklist? Note: There are 3 correct answers to this question.

- A. Timeline
- B. Overview
- C. Kanban view
- D. KPI cards
- E. Advanced filter

Correct Answer: B, C, E

Section:

QUESTION 23

A new group of Business Users have to be created and granted read only access to sales entities, such as Leads, Opportunities and Sales Quotes for a specific Sales Area. As an Administrator, which sequence of steps must be performed?

- A. Create the Business Users * Create the Employees * Assign a Sales Rep Business Role and remove Write Access for that Sales Area
- B. Create the Employees * Create the Business Users * Assign a Sales Rep Business Role with restricted Read Access for that Sales Area
- C. Create the Business Users * Create the Employees * Restrict the Employees Access Rights for that Sales Area
- D. Create the Employees * Create the Business Users * Remove the Employees Write Access Rights for that Sales Area

Correct Answer: B

Section:

QUESTION 24

What are the key use cases for MS Teams integration in SAP Sales Cloud Version 2? Note: There are 3 correct answers to this question.

- A. Share Workspaces and Deal Rooms
- B. Share Library
- C. Create Tasks with MS Teams collaboration
- D. Create Appointments with MS Teams collaboration
- E. Make outbound calls

Correct Answer: A, C, D

Section:

QUESTION 25

You are an Administrator who needs to create a robust mobile scenario for your business users. What administration tasks are performed during mobile application setup? Note: There are 2 correct answers to this question.

- A. UI screen adaptation
- B. Widget creation

- C. Mobile User creation
- D. Home Page layout

Correct Answer: A, D

Section:

QUESTION 26

Which options are provided for grouping your aggregated totals when configuring KPI Definitions in SAP Sales Cloud Version 2? Note: There are 2 correct answers to this question.

- A. Cumulative Sum Across Forecast Categories
- B. Cumulative Sum by Expected Value
- C. Sum by Forecast Category
- D. Sum by Expected Value

Correct Answer: A, C

Section:

QUESTION 27

Which component does the system use as a search strategy to find valid condition records during pricing?

- A. Pricing Procedure
- B. Condition Technique
- C. Condition Type
- D. Access Sequence

Correct Answer: A, D

Section:

QUESTION 28

What work center must a Sales Representative access to view the data visualizations produced by Relationship Intelligence?

- A. Guided Selling
- B. My Network
- C. Activity Manager
- D. Playbooks

Correct Answer: B

Section:

QUESTION 29

What is the difference between Pre Hook and Post Hook rules?

- A. Pre Hook allows users to make changes to the default value; Post Hook does not allow it.
- B. Pre Hook is valid only with Determination Rules; Post Hook is valid only with Validation Rules.
- C. Post Hook determines read and write access; Pre Hook determines read access only.
- D. Pre Hook prevents users from making changes to the default value; Post Hook does not prevent it.



Correct Answer: D

Section:

QUESTION 30

Which of the following are valid Functions that can be assigned to Organizational Units? Note: There are 3 correct answers to this question.

- A. Distribution Channel
- B. Sales Office
- C. Division
- D. Sales Organization
- E. Company

Correct Answer: B, D, E

Section:

QUESTION 31

Administrators can define default attributes when appointments are created by end users in SAP Sales Cloud Version 2. Which attributes can be defined by administrators when maintaining settings for Appointment? Note: There are 3 correct answers to this question.

- A. Duration
- B. Priority
- C. Category
- D. Status
- E. Teams Meeting

Correct Answer: A, B, C

Section:

QUESTION 32

Which of the following steps are part of call list configuration? Note: There are 3 correct answers to this question.

- A. The administrator creates call list categories.
- B. The sales manager creates copies of call lists.
- C. The sales manager creates call lists.
- D. The administrator creates call lists.
- E. The sales manager creates call list categories.

Correct Answer: A, C, E

Section:

QUESTION 33

What are Playbooks for Leads and Opportunities?

- A. An autoflow tailored to Sales Managers and Sales Representatives
- B. A pre-defined, not customizable, set of actions supporting Sales Representatives
- C. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle



D. A new Low Code tool available in SAP Sales Cloud Version 2

Correct Answer: C

Section:

