



**Free Questions for C\_C4H47I\_34 by certscare**

**Shared by Pruitt on 24-05-2024**

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## Question 1

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**Question Type:** MultipleChoice

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As a Sales Representative, you want to share Workspaces using MS Teams. Which objects can you share with Workspaces? Note: There are 2 correct answers to this question.

### Options:

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- A- Sales Quotes
- B- Appointments
- C- Tasks
- D- Leads

### Answer:

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A, D

## Question 2

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**Question Type:** MultipleChoice

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What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

**Options:**

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- A-** Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.
- B-** Any newly created Accounts will automatically have Leads created based on the Playbook.
- C-** Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.
- D-** Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.

**Answer:**

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D

## Question 3

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**Question Type:** MultipleChoice

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When browsing configuration settings, where would an Administrator enable Revenue Splitting?

**Options:**

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- A- Pipeline Management and Forecasting
- B- Forecast Tracker
- C- Opportunities
- D- Sales Quotes

**Answer:**

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A

## Question 4

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**Question Type: MultipleChoice**

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As an Administrator, you need to create a new server connection in order to configure and use Relationship Intelligence with Office 365 mail server. What parameters must be registered in the Microsoft Azure Portal? Note: There are 3 correct answers to this question.

**Options:**

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- A- Certificate Token

- B-** Server Tenant ID
- C-** Certificate File
- D-** Certificate Key
- E-** Server Communication Arrangement

**Answer:**

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B, C, D

## Question 5

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**Question Type:** MultipleChoice

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When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

**Options:**

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- A-** Lead
- B-** Business text
- C-** Quotation

**D-** Opportunity

**Answer:**

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D

## Question 6

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**Question Type: MultipleChoice**

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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.

**Options:**

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- A-** Insights that predict the likelihood of a Lead getting converted.
- B-** Ability to manage accounts with Guided Selling.
- 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-** Optimized details page showcasing all of the relevant information in an easy to consume format.

**Answer:**

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A, C, E

## Question 7

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**Question Type:** MultipleChoice

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As an Administrator, you have configured mashups for your end users to leverage on the mobile application. What mashup settings can be toggled on by the end user in order to use them on their mobile device? Note: There are 2 correct answers to this question.

**Options:**

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- A- Guided Selling mashup
- B- Activity mashup
- C- Quote mashup
- D- Lead mashup

**Answer:**

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B, C

## Question 8

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**Question Type:** MultipleChoice

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As an Administrator, where can you find documentation about available APIs that could be leveraged for integrating SAP Sales Cloud Version 2 with other SAP applications?

### Options:

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- A- SAP API Business Transformation Hub
- B- SAP Discovery Center
- C- SAP Business Accelerator Hub
- D- SAP Platform Integration

### Answer:

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C

## Question 9

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**Question Type:** MultipleChoice

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Best Run Bikes generates some of their Leads based on social media posts. They want to track the Leads that were generated from social media. As an Administrator, which configuration would you use to achieve this?

**Options:**

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- A- Create a new Qualification for Leads.
- B- Create a new custom Status for social media.
- C- Create a new Source for social media.
- D- Create a new Party Schema for Leads.

**Answer:**

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C

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