



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

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## Question 1

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**Question Type:** MultipleChoice

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When creating a new Business User, what pre-requisites are required? Note: There are 2 correct answers to this question.

### Options:

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- 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:

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A, D

## Question 2

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**Question Type:** MultipleChoice

---

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.

**Options:**

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A- Account

B- Contact

C- Group

D- Individual Customer

**Answer:**

---

A, D

## Question 3

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**Question Type: MultipleChoice**

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What are considerations used for lead scoring? Note: There are 3 correct answers to this question.

**Options:**

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- A- Lead source
- B- Lead status
- C- Lead type
- D- Lead priority
- E- Lead owner

**Answer:**

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A, C, D

## Question 4

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**Question Type: MultipleChoice**

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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.

**Options:**

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- A- Expected
- B- Pipeline
- C- Committed
- D- Forecasted
- E- Best Case

**Answer:**

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B, C, E

## Question 5

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**Question Type:** MultipleChoice

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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?

**Options:**

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A- Guided Selling Workspace

B- Activity Manager

C- Task Manager

D- Digital Selling Workspace

**Answer:**

---

D

## Question 6

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**Question Type:** MultipleChoice

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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?

**Options:**

---

- A- Guided Selling Workspace
- B- Activity Manager
- C- Task Manager
- D- Digital Selling Workspace

**Answer:**

---

D

## Question 7

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**Question Type:** MultipleChoice

---

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.

**Options:**

---

A- Account

- B- Contact
- C- Group
- D- Individual Customer

**Answer:**

---

A, D

## Question 8

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**Question Type: MultipleChoice**

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When creating a new Business User, what pre-requisites are required? Note: There are 2 correct answers to this question.

**Options:**

---

- 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

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