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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Mobile App: This section of the exam measures the skills of a Field Sales Representative and covers the use of the SAP Sales Cloud Version 2 Mobile App. It includes setup and a review of available capabilities, supporting productivity on the go.
Topic 2	<ul style="list-style-type: none">• Activities Management: This section of the exam measures the skills of a Sales Support Specialist and focuses on managing tasks and calls. It includes features such as call lists and task management to help users stay on top of daily sales activities and follow-ups.

Topic 3	<ul style="list-style-type: none"> • Scenario: Best Run Bikes: This section of the exam measures the skills of a Solution Architect and includes scenario-based questions from several key topics such as digital selling, guided selling, extensibility, master data, and system settings. It simulates real-world challenges to test a deep understanding of how the solution is applied in practice.
Topic 4	<ul style="list-style-type: none"> • Machine Learning and Gen AI: This section of the exam measures the skills of an Innovation Consultant and explores how SAP Sales Cloud Version 2 utilizes machine learning and generative AI. These technologies are used to automate tasks, gain insights, and enhance the intelligence of sales processes.
Topic 5	<ul style="list-style-type: none"> • Leads and Opportunity Management: This section of the exam measures the skills of a Sales Executive and evaluates knowledge of working with leads and opportunities. It also includes using the pipeline and forecast tracker to monitor and manage sales performance throughout the sales cycle.
Topic 6	<ul style="list-style-type: none"> • Master Data: This section of the exam measures the skills of a Data Steward and focuses on maintaining critical customer and product-related master data. It includes managing accounts, individual customers, contacts, products, registered products, and pricing elements within SAP Sales Cloud.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q67-Q72):

NEW QUESTION # 67

Which option is available if you need to migrate objects not supported by the standard integrations?

- A. Business Accelerator Hub APIs
- B. Standard REST API
- C. Data Import and Export Tool
- **D. Data Workbench**

Answer: D

NEW QUESTION # 68

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

Answer: B,C,D

NEW QUESTION # 69

As a Sales Manager, you have created multiple Playbooks for Opportunities based on existing Account IDs and Expected Revenue. Where would you find the Playbooks applied for the newly created Opportunity?

- A. Planned Activities
- B. Kanban view
- C. Progress bar
- D. Timeline

Answer: A

NEW QUESTION # 70

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

- A. Create Call List
- B. Define Key Objectives of Call List
- C. Define Key Objectives of Call List
- D. Create Call List

Answer: A

NEW QUESTION # 71

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online. What type of product would you use for this scenario?

- A. Service product
- B. Entitlement product
- C. Finished product
- D. Registered product

Answer: B

NEW QUESTION # 72

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