

# Valid C\_C4H47\_2503 Test Sample - C\_C4H47\_2503 Exam Price



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## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• SAP Sales Cloud Version 2 in App and Side-by-Side Extensibility: This section of the exam measures the skills of a Technical Consultant and explores how to customize and extend SAP Sales Cloud Version 2. It includes both in-app extensibility and side-by-side development options for enhancing functionality while maintaining system stability.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• Introduction to SAP Sales Cloud Version 2: This section of the exam measures the skills of a CRM Consultant and covers a high-level overview of SAP Sales Cloud Version 2. It includes an introduction to its main capabilities, supported business scenarios, and integration options. Understanding the platform's purpose and role in customer relationship management is key here.</li></ul>

Topic 5	<ul style="list-style-type: none"> <li>• <b>Master Data:</b> 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• <b>General, Company, Users, and Control Settings:</b> This section of the exam measures the skills of a System Administrator and focuses on how to manage foundational system settings. It includes setting up employees, users, authorizations, business roles, and the organizational structure to control access and processes efficiently.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• <b>Scenario: Best Run Bikes:</b> 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.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>• <b>Machine Learning and Gen AI:</b> 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.</li> </ul>
Topic 9	<ul style="list-style-type: none"> <li>• <b>Playbook, Digital Selling Workspace, and Guided Selling:</b> This section of the exam measures the skills of a Digital Sales Manager and focuses on features that support structured selling. It includes working with the Playbook, using the Digital Selling Workspace, and applying Guided Selling techniques to drive better customer engagement and sales outcomes.</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>• <b>Set-up of Sales-Specific Capabilities:</b> This section of the exam measures the skills of a Sales Operations Specialist and covers configuring essential sales features such as leads, opportunities, pipeline management, forecasting, activities, and integration with tools like Microsoft Teams and email. It focuses on tailoring sales processes for productivity and visibility.</li> </ul>

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### SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q68-Q73):

#### NEW QUESTION # 68

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

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

**Answer: D**

#### NEW QUESTION # 69

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

- **A. Pricing Procedure**
- B. Condition Type
- C. Access Sequence

- D. Condition Technique

**Answer: A,C**

#### NEW QUESTION # 70

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

**Answer: C,D**

#### NEW QUESTION # 71

Which of the following are valid Functions that can be assigned to Organizational Units?

Note: There are 3 correct answers to this question.

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

**Answer: A,D,E**

#### NEW QUESTION # 72

The customer you are currently supporting has recently bought the license for SAP Sales Cloud Version 2.

How can you help them start the procedure for the system provisioning?

- A. By asking for support from product development
- B. By raising a Support Ticket
- C. By following the Onboarding Guide on the SAP Help Portal
- D. By requesting admin access to their tenant

**Answer: C**

#### NEW QUESTION # 73

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