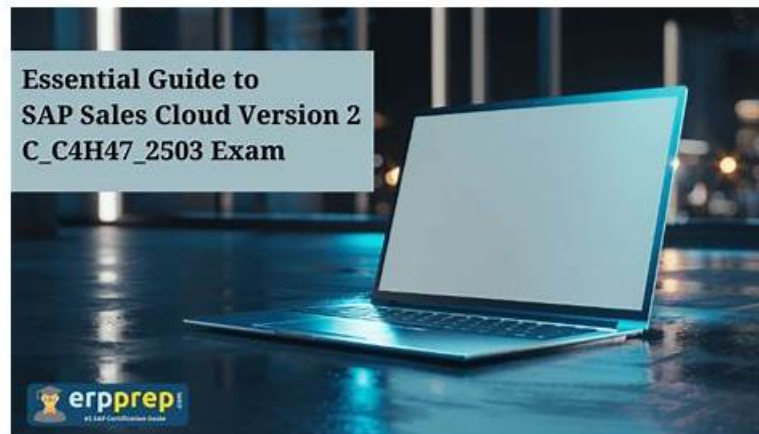# Gauge Your Performance and Identify Weaknesses with Online SAP C-C4H47-2503 Practice Test Engine

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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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 3	• 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.
Topic 4	• Playbook, Digital Selling Workspace, and Guided Selling: 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.
Topic 5	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q50-Q55):

NEW QUESTION # 50
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. Home page cards
- B. Task header layout
- C. Target group list fields
- D. Lead list fields
- E. Call list fields

Answer: A,D,E

NEW QUESTION # 51
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 validation rule
- C. Create a determination rule
- D. Create a condition to show a warning message based on a certain action

Answer: B,D

NEW QUESTION # 52
Which of the following are valid Functions that can be assigned to Organizational Units?
Note: There are 3 correct answers to this question.

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

Answer: C,D,E

NEW QUESTION # 53

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure Leads Intelligence for Cyclo Clothing
- B. Configure a new Document Type for Cyclo Clothing
- C. Configure Sales Quote Approval for Cyclo Clothing
- D. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing

Answer: B,D

NEW QUESTION # 54

As an Administrator, you want to configure Email Draft Recommendation for your organization.
Which of the following steps would you perform?
Note: There are 3 correct answers to this question.

- A. Activate Business Objectives
- B. Configure Prompts
- C. Select Business Objectives
- D. Activate Email Drafter
- E. Select Required Entities

Answer: A,C,D

NEW QUESTION # 55

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