

# Exam C-C4H47-2503 Certification Cost | Study C-C4H47-2503 Group

**Cambridge IGCSE™**

Assistant Name

ID  GROUP

**PHYSICS**  Marks /60

Duration 60 mins

**Paper 3 instructions & information:**

- Answer all questions.
- Use a black or dark blue pen. You may use an HB pencil for any diagrams or graphs.
- Write your name, centre number and candidate number in the boxes at the top of the page.
- Write your answer to each question in the space provided.
- Do not use an erasable pen or correction fluid.
- Do not write on any bar codes.
- You may use a calculator.
- You should show all your working and use appropriate units.
- Take the weight of 1.0kg to be 9.8N (acceleration of free fall =  $9.8\text{ m/s}^2$ ).
- The number of marks for each question or part question is shown in brackets [ ].



Eng. Hussein Khaled

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## SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• Set-up of Sales-Specific Capabilities: 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>
Topic 2	<ul style="list-style-type: none"><li>• 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.</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>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 5	<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 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>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.</li> </ul>

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## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q35-Q40):

### NEW QUESTION # 35

When transferring and maintaining Account data for Best Run Bikes and Cyclo Clothing, which of the following administrative actions can you perform?

Note: There are 3 correct answers to this question.

- A. Upload Accounts using the Data Import Tool
- B. Maintain Individual Customers
- C. Configure Customer Insights
- D. Download Accounts using the Data Export Tool
- E. Merge similar Accounts

**Answer: A,D,E**

### NEW QUESTION # 36

Which of the following options represents a valid Master Data entity for a B2B scenario in SAP Sales Cloud Version 2?

Note: There are 2 correct answers to this question.

- A. Group
- B. Individual Customer
- **C. Contact**
- **D. Account**

**Answer: C,D**

Explanation:

Topic 1, Scenario - Best Run Bikes

Scenario - Best Run Bikes

Best Run Bikes designs and manufactures bicycles, components, and apparel. After acquiring Cyclo Clothing, they launched a new sales division. Previously managing customers in spreadsheets, the VP of Sales now seeks better visibility into customers, the sales pipeline, and structured processes to shorten sales cycles. You are part of the project team implementing SAP Sales Cloud Version 2 and you have been asked to address some specific business requirements as listed below:

\*Reflect the renewed Company Theme and Branding in SAP Sales Cloud Version 2.

\*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system.

\*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

\*Improve Sales efficiency of the different sales methodologies for

\*Prepare, clean, and transfer Account master data for Cyclo Clothing and Best Run Bikes' into the new SAP Sales Cloud Version 2 system

\*Define specific Opportunity documents for executing and monitoring Cyclo Clothing sales activities. Gather additional insights when losing or winning Sales Quotations.

\*Improve Sales efficiency of the different sales methodologies for Leads and Opportunities by guiding Sales Representatives with tailored sales activities. Additional discounts will be granted to customers if they register products online in the official website.

\*Enable Sales Teams to easily access important custom KPIs tailored to company needs when accessing Accounts Overview.

\*Personalize Leads using In Apps extensibility options for improving Sales Teams user experience and adoption.

### NEW QUESTION # 37

As a Sales Manager, you want to create a Playbook for Leads and Opportunities.

How can the activities and actions for Playbooks be grouped?

Note: There are 2 correct answers to this question.

- A. Status for Opportunities
- B. Sales Phases for Leads
- **C. Sales Phases for Opportunities**
- **D. Status for Leads**

**Answer: C,D**

### NEW QUESTION # 38

You are an Administrator who needs to create a robust mobile scenario for your business users.

What administration tasks are performed during mobile application setup?

Note: There are 2 correct answers to this question.

- **A. UI screen adaptation**
- B. Mobile User creation
- **C. Home Page layout**
- D. Widget creation

**Answer: A,C**

### NEW QUESTION # 39

As an Administrator, you are asked to change user interface texts for some standard applications. Which tool would you use to

configure the texts?

- A. Language Adaptation
  - B. UI Adaptation
  - C. SAP Build App
  - D. Branding

**Answer: A**

## NEW QUESTION # 40

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