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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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.
Topic 3	• 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 4	• 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.

Topic 5	• 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	• 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 7	• 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 8	• General, Company, Users, and Control Settings: 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q62-Q67):

NEW QUESTION # 62
As an Administrator, you want to configure the card colors in the calendar for Appointments.
Based on which of the following parameters can this be achieved?
Note: There are 2 correct answers to this question.

- A. Subject
- B. Status
- C. Category
- D. Priority

Answer: C,D

NEW QUESTION # 63
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 # 64

As a Sales Manager, you want to create a Call List for your sales team. Which of the following entities can you add as participant?
Note: There are 3 correct answers to this question.

- A. Leads
- B. Contacts
- C. Accounts
- D. Target Groups
- E. Opportunities

Answer: A,B,D

NEW QUESTION # 65

As an Administrator, you have configured mashups for your end users to leverage on the mobile application. What mashup settings can be toggled on by the end user in order to use them on their mobile device?
Note: There are 2 correct answers to this question.

- A. Activity mashup
- B. Guided Selling mashup
- C. Lead mashup
- D. Quote mashup

Answer: A,D

NEW QUESTION # 66

When using Deal Intelligence, what object is modeled by Machine Learning and used for scoring?

- A. Opportunity
- B. Lead
- C. Quotation
- D. Business text

Answer: A

NEW QUESTION # 67

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