

# **C-C4H47-2503 Downloadable PDF Free PDF | Professional New C-C4H47-2503 Exam Camp: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2**

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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<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 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>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>
Topic 6	<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 7	<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 8	<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 9	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 10	<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>

## SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q28-Q33):

### NEW QUESTION # 28

When running the Lead Scoring Readiness Check, what prerequisites are required to meet the readiness criteria?

- A. There must be a lead training model that has been trained and in active status.
- B. There must be a minimum of 10,000 leads in converted status and a minimum of 10,000 leads in declined status.
- C. There must be dynamic and static factors created by the administrator.
- D. There must be a minimum of 1,000 leads in converted status and a minimum of 1,000 leads in declined status.

**Answer: D**

### NEW QUESTION # 29

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 requesting admin access to their tenant
- C. By following the Onboarding Guide on the SAP Help Portal
- D. By raising a Support Ticket

**Answer: C**

### NEW QUESTION # 30

As a Sales Manager for Best Run Bikes, you want to standardize a set of activities performed for various sales phases of the Opportunity.

Which SAP Sales Cloud Version 2 feature will help you achieve this?

- A. Digital Selling Workspace
- B. Activity Manager
- C. Playbook
- D. Machine Learning

**Answer: C**

### NEW QUESTION # 31

What is the main differentiator between Validation and Determination rules?

- A. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions
- B. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions
- C. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions
- D. Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions

**Answer: D**

### NEW QUESTION # 32

What is the difference between Pre Hook and Post Hook rules?

- A. Pre Hook prevents users from making changes to the default value; Post Hook does not prevent it.
- B. Pre Hook allows users to make changes to the default value; Post Hook does not allow it.
- C. Post Hook determines read and write access; Pre Hook determines read access only.

- D. Pre Hook is valid only with Determination Rules; Post Hook is valid only with Validation Rules.

**Answer: A**

## NEW QUESTION # 33

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