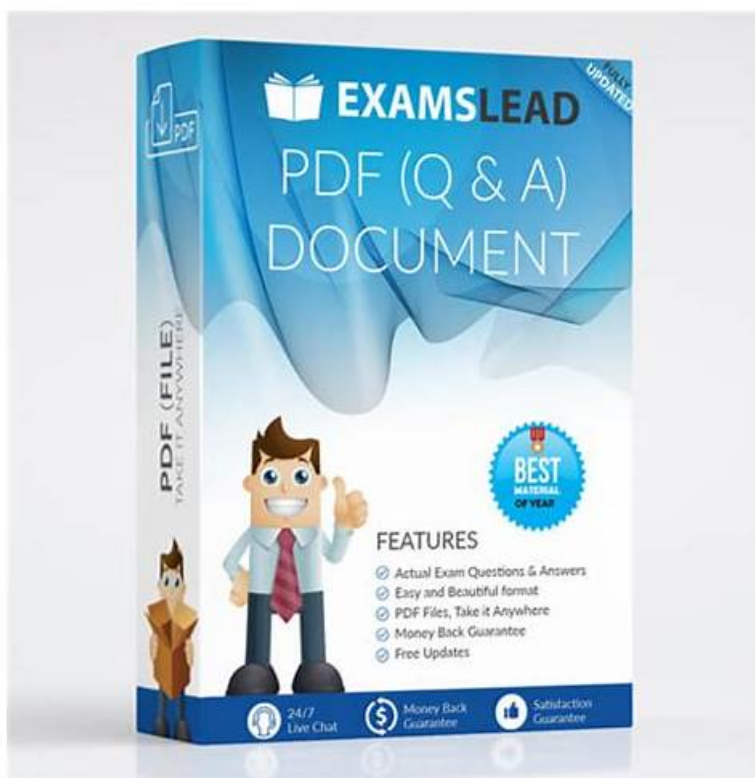


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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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 2	<ul style="list-style-type: none"> 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 3	<ul style="list-style-type: none"> 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 4	<ul style="list-style-type: none"> 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 5	<ul style="list-style-type: none"> 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 6	<ul style="list-style-type: none"> 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.
Topic 7	<ul style="list-style-type: none"> 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.
Topic 8	<ul style="list-style-type: none"> 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q30-Q35):

NEW QUESTION # 30

What prerequisites are required when creating a new Business User? Note: There are 2 correct answers to this question.

- A. A unique Email ID belonging to the Business User
- B. The Employee has to exist
- C. The security policy has to be assigned
- D. The Organizational Structure has to exist

Answer: A,B

NEW QUESTION # 31

Which of the following options can be considered a Side-by-Side extension of SAP Sales Cloud Version 2?

- A. Embedding custom modules created in SAP Build App
- B. Enhancing the code baseline without modifying the standard
- C. Extending standard delivered applications

- D. Adding custom fields on existing entities

Answer: B

NEW QUESTION # 32

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

- A. Access Sequence
- B. Condition Technique
- C. Condition Type
- D. Pricing Procedure

Answer: A,D

NEW QUESTION # 33

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

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

Answer: A

NEW QUESTION # 34

You have to pitch the major differentiators of SAP Sales Cloud Version 2 compared to the previous version. Which of the following would you describe as top advantages?

Note: There are 3 correct answers to this question.

- A. Free access to SAP expert guidance
- B. Fresh new User Experience with dynamic layouts and faster screen loading
- C. Monthly releases that will help fill gaps faster
- D. Modern platform that delivers higher speeds, higher availability, and higher agility
- E. Direct access to the back end for faster issue resolution

Answer: B,C,D

NEW QUESTION # 35

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