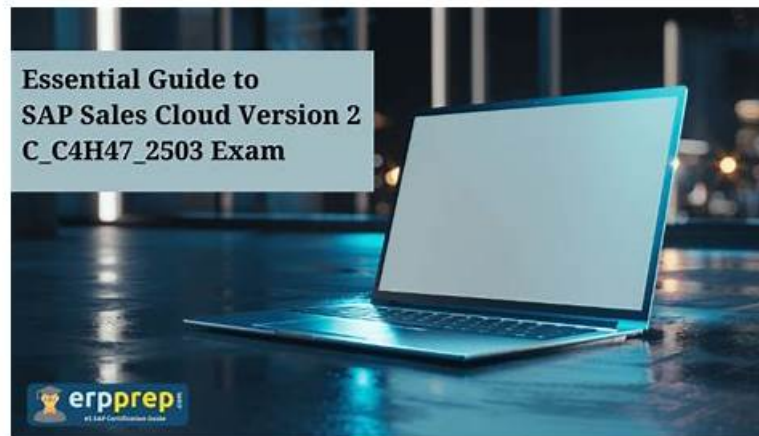


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SAP C-C4H47-2503 Exam Syllabus Topics:

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

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

NEW QUESTION # 50

As an Administrator, you need to create a new server connection in order to configure and use Relationship Intelligence with Office 365 mail server. What parameters must be registered in the Microsoft Azure Portal?

Note: There are 3 correct answers to this question.

- A. Certificate Key
- B. Server Communication Arrangement
- C. Certificate File
- D. Certificate Token
- E. Server Tenant ID

Answer: A,C,E

NEW QUESTION # 51

Best Run Bikes and Cyclo Clothing want to offer additional discounts to customers who sign up for their products online. What type of product would you use for this scenario?

- A. Registered product
- B. Finished product
- C. Entitlement product
- D. Service product

Answer: C

NEW QUESTION # 52

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

Answer: A,C,E

NEW QUESTION # 53

What is a benefit of assigning Playbooks to Leads based on an existing list of Account IDs?

- A. Any newly created Lead associated with the listed Account will automatically receive suggestions from the Playbook.
- B. Any newly created Lead associated with the listed Account will automatically be converted into Opportunities.
- C. Any newly created Accounts will automatically have Leads created based on the Playbook.
- D. Any newly created Lead associated with the listed Account will automatically be created with the same Source as the last Lead created.

Answer: A

NEW QUESTION # 54

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. Post Hook determines read and write access; Pre Hook determines read access only.
- C. Pre Hook allows users to make changes to the default value; Post Hook does not allow it.
- D. Pre Hook is valid only with Determination Rules; Post Hook is valid only with Validation Rules.

Answer: A

NEW QUESTION # 55

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