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## SAP C\_C4H47\_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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>• 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 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>• 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 8	<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 9	<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 (Q61-Q66):

### NEW QUESTION # 61

What Administrator feature involves tracking and reviewing email communications?

- A. Activity Manager
- B. Email Monitoring
- C. Activity Monitoring
- D. Email Analyzer

**Answer: B**

### NEW QUESTION # 62

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. Certificate File
- C. Server Communication Arrangement

- D. Certificate Token
- E. Server Tenant ID

**Answer: A,B,E**

#### NEW QUESTION # 63

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

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

**Answer: D**

#### NEW QUESTION # 64

Which option is available if you need to migrate objects not supported by the standard integrations?

- A. Data Import and Export Tool
- B. Standard REST API
- C. Business Accelerator Hub APIs
- D. Data Workbench

**Answer: D**

#### NEW QUESTION # 65

Best Run Bikes generates some of their Leads based on social media posts. They want to track the Leads that were generated from social media.

- A. As an Administrator, which configuration would you use to achieve this?
- B. Create a new Qualification for Leads.
- C. Create a new custom Status for social media.
- D. Create a new Source for social media.
- E. Create a new Party Schema for Leads.

**Answer: E**

#### NEW QUESTION # 66

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