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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	• 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 3	• 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 4	• 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 5	• 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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q60-Q65):

NEW QUESTION # 60
What are the key use cases for MS Teams integration in SAP Sales Cloud Version 2?
Note: There are 3 correct answers to this question.

- A. Create Appointments with MS Teams collaboration
- B. Create Tasks with MS Teams collaboration
- C. Make outbound calls
- D. Share Workspaces and Deal Room
- E. Share Library

Answer: A,B,D

NEW QUESTION # 61
A User is no longer able to access SAP Sales Cloud Version 2, due to too many failed log-in attempts. As an Administrator, how can you fix the issue?

- A. Unlock the respective User and reset the password
- B. Reset the password for the affected User
- C. Assign a new security policy and unlock the User
- D. Unlock the employee and the respective password

Answer: B

NEW QUESTION # 62
When maintaining Account master data, where can you enter Payment Terms?

- A. In the Account Overview
- B. In the Account Hierarchy
- C. In the Account Sales Data
- D. In the Account General Data

Answer: C

NEW QUESTION # 63
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. Contacts

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

Answer: A,C,D

NEW QUESTION # 64

As a Sales Manager, you want all Sales Representatives to always update the Revenue End Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

- A. Configure a Playbook with an Action to update field.
- B. Configure a Playbook with a mandatory Action to update field.
- C. Configure a Playbook with a mandatory Activity to update field.
- D. Configure a Playbook with an Activity to update field.

Answer: B

NEW QUESTION # 65

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