

100% Pass Quiz 2026 C_C4H47_2503: SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Useful Vce Files



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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<ul style="list-style-type: none"> 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 5	<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 6	<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 7	<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 8	<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 9	<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 10	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q23-Q28):

NEW QUESTION # 23

As an Administrator, you want to configure the card colors in the calendar for Appointments.

Based on which of the following parameters can this be achieved?

Note: There are 2 correct answers to this question.

- A. Subject
- B. Priority**
- C. Status
- D. Category**

Answer: B,D

NEW QUESTION # 24

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

Answer: A

NEW QUESTION # 25

Best Run Bikes and Cyclo Clothing follow different sales lifecycles for their Opportunities. As an Administrator for Best Run Bikes, which Opportunity configurations would you perform? Note: There are 2 correct answers to this question.

- A. Configure a new Sales Cycle with Sales Phases for Cyclo Clothing
- B. Configure a new Document Type for Cyclo Clothing
- C. Configure Leads Intelligence for Cyclo Clothing
- D. Configure Sales Quote Approval for Cyclo Clothing

Answer: A,B

NEW QUESTION # 26

Sales Managers at Best Run Bikes and Cyclo Clothing now require all Sales Representatives to schedule a meeting for the contract negotiation with the customer while qualifying an Opportunity when the deal size is more than 200,000 US How will you achieve this using Playbook?

Note: There are 2 correct answers to this question.

- A. Configure a mandatory Activity of type Appointment for the relevant Sales Phase
- B. Configure an Activity of type Appointment for the relevant Sales Phase
- C. Configure a rule for Expected Value
- D. Configure a rule for Negotiated Value

Answer: A,C

NEW QUESTION # 27

Which options are provided for grouping your aggregated totals when configuring KPI Definitions in SAP Sales Cloud Version 2?

Note: There are 2 correct answers to this question.

- A. Sum by Expected Value
- B. Sum by Forecast Category
- C. Cumulative Sum by Expected Value
- D. Cumulative Sum Across Forecast Categories

Answer: B,D

NEW QUESTION # 28

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