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SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 2	<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 3	<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 4	<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 5	<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 6	<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 7	<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 8	<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.

SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q70-Q75):

NEW QUESTION # 70

As an Administrator, you want to configure Email Draft Recommendation for your organization.

Which of the following steps would you perform?

Note: There are 3 correct answers to this question.

- **A. Activate Email Drafter**
- **B. Select Business Objectives**
- C. Select Required Entities
- D. Configure Prompts
- **E. Activate Business Objectives**

Answer: A,B,E

NEW QUESTION # 71

As a Sales Manager, you want to create a Playbook for Opportunities.

Which of the following activity types can you create?

Note: There are 3 correct answers to this question.

- A. Survey
- B. Update Field
- C. Email
- D. Call List
- E. Appointment

Answer: A,C,E

NEW QUESTION # 72

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

Answer: B

NEW QUESTION # 73

You are an Administrator who needs to create a robust mobile scenario for your business users. What administration tasks are performed during mobile application setup?

Note: There are 2 correct answers to this question.

- A. UI screen adaptation
- B. Widget creation
- C. Home Page layout
- D. Mobile User creation

Answer: A,C

NEW QUESTION # 74

Best Run Bikes would like to apply their own Branding theme and background images to SAP Sales Cloud Version 2.

As an Administrator, which settings can you apply to address this request?

Note: There are 2 correct answers to this question.

- A. Personalization
- B. Home Page
- C. Custom Layout
- D. Branding

Answer: A,B,C

NEW QUESTION # 75

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Yet at any moment, competition is everywhere so you may be out of work or be challenged by others at any time. This exam can improve your professional capacity with great chance if you choose our SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 exam questions. We all know both exercises and skills are important to pass the exam while our C-C4H47-2503 Torrent prep contain the both aspects well.

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