

# Three Formats for SAP C-C4H47-2503 Exam Questions



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## SAP C-C4H47-2503 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>
Topic 2	<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 3	<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 4	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 5	<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 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 7	<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 8	<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 9	<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>

>> C-C4H47-2503 Latest Exam Pattern <<

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### **SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q74-Q79):**

#### **NEW QUESTION # 74**

As a Sales Manager for Best Run Bikes, you want to standardize a set of activities performed for various sales phases of the Opportunity.

Which SAP Sales Cloud Version 2 feature will help you achieve this?

- A. Digital Selling Workspace
- B. Machine Learning
- **C. Playbook**
- D. Activity Manager

**Answer: C**

#### **NEW QUESTION # 75**

Administrators can define default attributes when Appointments are created by end-users in SAP Sales Cloud Version 2. Which attributes can be defined by Administrators when maintaining General Settings for Appointments? Note: There are 3 correct answers

to this question.

- A. Priority
- B. Category
- C. Duration
- D. Teams Meeting
- E. Status

**Answer: B,C,E**

#### **NEW QUESTION # 76**

Which are valid cards to be added to SAP Sales Cloud Version 2 Home Page?

Note: There are 3 correct answers to this question.

- A. Video Feed
- B. Learning Content
- C. Pins
- D. My Network
- E. Forecast Tracker

**Answer: C,D,E**

#### **NEW QUESTION # 77**

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

**Answer: A,C,D**

#### **NEW QUESTION # 78**

As an SAP Sales Cloud Version 2 Administrator, which of the following configurations can be done for Leads?

Note: There are 2 correct answers to this question.

- A. Create and manage custom Statuses
- B. Maintain Probability
- C. Create and manage Forecast Categories
- D. Maintain Routing Rules

**Answer: A,D**

#### **NEW QUESTION # 79**

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