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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">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 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">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 5	<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 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"> 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 8	<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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q59-Q64):

NEW QUESTION # 59

When logged into Mobile Administration, which header and list fields can be configured to meet business requirements?

Note: There are 3 correct answers to this question.

- A. Task header layout
- B. Call list fields
- C. Target group list fields
- D. Lead list fields
- E. Home page cards

Answer: B,D,E

NEW QUESTION # 60

What are Playbooks for Leads and Opportunities?

- A. A customizable set of activity and action proposals tailored to each sales phase in a sales cycle
- B. A new Low Code tool available in SAP Sales Cloud Version 2
- C. A pre-defined, uncustomizable, set of actions supporting Sales Representatives
- D. An autoflow tailored to Sales Managers and Sales Representatives

Answer: A

NEW QUESTION # 61

Best Run Bikes wants to tag Leads using a dedicated filterable and searchable field called "Early Adopters", and automatically notify the Sales Manager about it.

As an Administrator, what features can you use to address this requirement?

Note: There are 3 correct answers to this question.

- A. Extension Field
- B. Determination Rule
- C. Autoflow Rule
- D. Field Attributes
- E. Validation Rule

Answer: A,B,C

NEW QUESTION # 62

Which offering provides access to SAP Sales Cloud Version 2?

- A. GROW with SAP package add-ons
- B. GROW with SAP
- C. RISE with SAP
- D. SAP Business Technology Platform

Answer: A

NEW QUESTION # 63

What features does the External Hook support?

- A. When data is saved into an entity, external functions can be activated using side-by-side tools.
- B. Side-by-side tools support External Hooks for all entities and for any condition.
- C. External functions can be activated based on conditions using autoflows.
- D. When certain conditions are verified, custom logic can be executed.

Answer: A

NEW QUESTION # 64

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