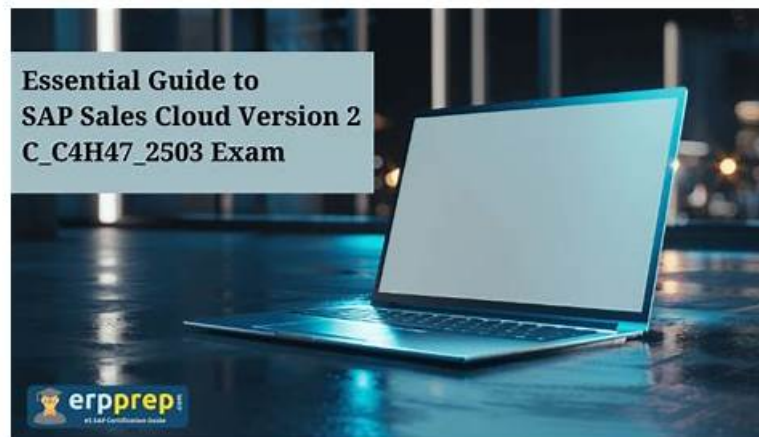# Pass Guaranteed SAP - C_C4H47_2503 - High Pass-Rate Download SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Demo

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SAP C_C4H47_2503 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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 4	• 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	• 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 6	• 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 7	• 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 8	• 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 9	• 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 10	• 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.

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SAP Certified Associate - Implementation Consultant - SAP Sales Cloud Version 2 Sample Questions (Q14-Q19):

NEW QUESTION # 14
Which option is available if you need to migrate objects not supported by the standard integrations?

- A. Business Accelerator Hub APIs
- B. Data Import and Export Tool
- C. Data Workbench
- D. Standard REST API

Answer: C

NEW QUESTION # 15
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. Priority
- B. Subject

- C. Status
- D. Category

Answer: A,D

NEW QUESTION # 16

After the acquisition of Cyclo Clothing, the VP of Sales wants Sales Representatives to fill a Lead Qualification Survey for all Leads created for Cyclo Clothing.
After you create the Playbook with Lead Qualification Survey, what is your next step?

- A. Create a rule with Account as Best Run Bikes.
- B. Create a rule with Account as Cyclo Clothing.
- C. Create a rule with Lead Qualification as Cyclo Clothing.
- D. Create a rule for Lead Source as Cyclo Clothing.

Answer: B

NEW QUESTION # 17

What is the main differentiator between Validation and Determination rules?

- A. Validation rules always trigger Error or Warning messages, Determination rules calculate field values based on conditions
- B. Validation rules create Error or Warning messages based on conditions, Determination rules hide field values based on conditions
- C. Determination rules create Error or Warning messages based on conditions, Validation rules calculate field values based on conditions
- D. Validation rules create Error or Warning messages based on conditions, Determination rules calculate field values based on conditions

Answer: D

NEW QUESTION # 18

What extension tool would be used to achieve this?

- A. Create a Mashup
- B. Apply a Validation Rule
- C. Apply a Webhook
- D. Create an Extension Field

Answer: A

NEW QUESTION # 19

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